

# The ROTARIAN

## HOUSTON NUMBER

VOL. III - NO. 10

JUNE 1913

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# America is a Country of Homes

Therein Lies the  
Strength of our Nation



Our Motto

## “Make Houston A City of Homes”

Every man with right instincts demands that his home shall be more than a house and grounds. He requires neighbors and surroundings, where he can leave his wife and children in safety and comfort—in an atmosphere of morality and culture. Where wise restrictions prevail as to the character of the improvements and the nature of their use. Where the nearness of Nature's beauty is an ever present inspiration to the best living—physically, mentally and morally, thus developing both mind and body.

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With thousands of other Rotarians, we are proud that our efforts at honest and efficient business purpose have gained for our firm membership in a Rotary Club.

**"Sign of the Wheel"**  
Haberdashers  
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**Lumber or Timber** in the Great  
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EDITOR AND PUBLISHER

THE

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Exclusive  
Newspaper  
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in Houston**



## **TEXAS' GREATEST NEWSPAPER**

# **The Houston Post**

Heartily endorses the invitation of the Rotary Club of Houston to all the Clubs of the International Association of Rotary Clubs to come to Houston in 1914—the city of real advantages—wholesome hospitality and genuine progressiveness.

**The Post** is thoroughly ROTARIAN in efficiency—service and results.

**The Post** in "Houston's Trade Territory" reaches 396 towns, covering 47 prosperous counties (an area equal to the state of Pennsylvania) all within 150 miles of Houston.

**The Post** does not rely on prestige, but offers advertisers both "quantity and quality." Its influence, however, is second to no Southern newspaper, and it is a result producer far in excess of its proportionate circulation as compared to the average paper.

**The Post** circulation is examined annually by the A. of A. A.

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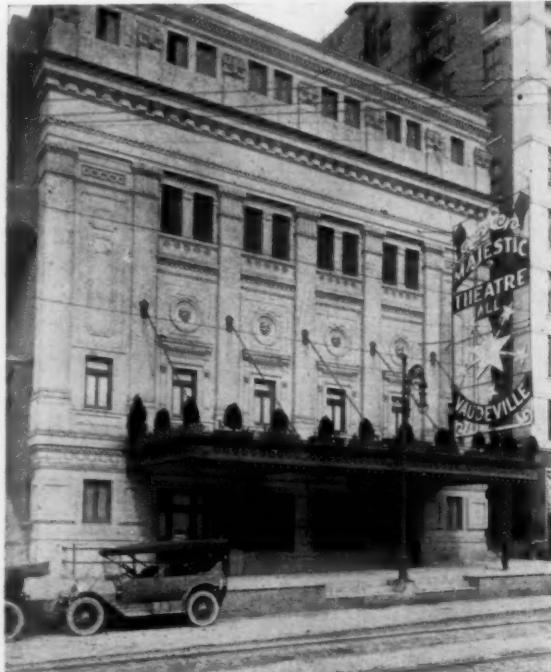
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## “The Majestic”

Vaudeville of Quality

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HOUSTON 1914*

Traveling men and visiting Rotarians tell us our new 10-story building—  
"THE BIG WHITE STORE" is the

**Finest Furniture Store  
in the World**

—We will be glad to receive YOUR opinion next year, if Houston secures the honor of the 1914 Rotary Convention.

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Car-lot shippers of Dressed Turkeys and Eggs.

We ship to all markets of the United States. 14 years experience. Dressing plants located in the heart of the greatest poultry producing sections of Texas.

**Frederick Produce Co.**  
(Rotarian)  
HOUSTON, TEXAS

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are our customers and know that garments made by us are right in every respect. We believe this pleasurable experience is ours not because we are

**The Rotary Tailors**

But because our service is so satisfactory they will never regret entrusting their "clothes wants" in our care.

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"The Shop With a Conscience"

Houston's **Rotary** Paint and Wall Paper House

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is a city of 125,685 population, the largest, most powerful and progressive city in the Southwest. It is the cotton, oil, sugar, rice, lumber, financial and railroad center of Texas. Seventeen railroads enter

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High Grade Portland Cement  
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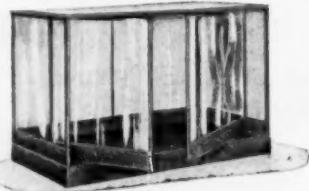
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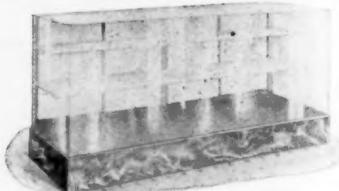
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Center Revolving Case for  
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The Retail Merchant  
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The "Diamond" All Plate Case.  
Any Size or Style.

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The "Rotarian" idea as applied to this line, means Good Service, Absolute Reliability, Conscientious Workmanship and Supervision, all of which is exemplified by our motto:

# "Honest Fixtures"

Manufactured by

**THE HOUSTON SHOW CASE AND MFG. CO.**

HOUSTON :: TEXAS

*Twelve Years of Quality*

Rotary fixture "felloe's" 'round the Hub (Houston)



Jewelers' Cases of Special De-  
signs.

DAN D. ORR  
Active Spoke

LYNN E. TAYLOR  
Extra Tire



Bank Fixtures. All Materials. Ex-  
clusive Designs.

# KANT-BURN PAINT

IS

Fire-proof - Water-proof - Rust-proof

Renews and protects Wood, Tin and Composition Roofs.

Made by Rotarians  
On Rotarian Principles  
In Houston

(The Rotary Convention City Candidate for 1914)

Texas Fire and Waterproof Paint Co., Inc.

N. B.—We have an interesting booklet fully illustrated and descriptive of Kant-Burn awaiting YOUR request.

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Automobile Supplies and Accessories  
Corner Main Street and Dallas Avenue

HAWKINS-HALFF COMPANY  
G. W. HAWKINS, President.

Member Rotary Club of Houston  
Phones: S. W. Preston 2544—Automatic A1336

## For Nearly Half a Century the House Uppermost in Texas Musical Circles

HAVING been engaged in business since 1866 the house of Thos. Goggan & Bros. has seen Texas pass through many vicissitudes. Established when the state was a veritable wilderness, when our present day cities were hamlets of industrial inconsequences, the house of Goggan has expanded in a manner paralleled only by the phenomenal growth of the Lone Star State herself. Forty-seven years of continuous service to Musical Texas. This more forcibly brings out our point than any rhetorical effort we might resort to. The years of success enjoyed by this house are due entirely to high business ideals of the Goggans of 1866 and to the religious adherence to these ideals by the Goggans of today. Goggan houses may now be found in Galveston, Houston, San Antonio, Dallas and Waco. Goggan products may be found in homes from the Red River to the Rio Grande.

Our line of Pianos includes

*The Famous Chickering, Emerson, Haines Bros.,  
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known instruments.*

Piano Players:

*Chickering  
& Emerson Angelus, Apollo,  
Goggan, Armstrong  
& Primotone.*

Headquarters for *Victor-Victrolas and Records.* We also carry a full line of music studies, sheet music and musical merchandise of every description.

### “Rotary” March and Twostep

By WALTER L. ROSENBERG  
HOUSTON, TEXAS

The March Success of the Season. Every Rotarian should have a copy

20c the copy; three for 50c  
Special price in quantities

*Send orders to Thos. Goggan & Bros.*

## Thos. Goggan & Bros.

*JOHN McCLEARY, Local Manager  
(Active member Rotary Club of Houston)*

**718 Main and 915 Rusk Ave.**

**HOUSTON, TEXAS**

*22d and Market, Galveston, Texas, Geo. N. Copley (President Galveston Rotary Club)  
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# **"Is It As Good As Kirby's?"**

**Rotarian Lumbermen:**

We are the largest manufacturers of yellow pine lumber in the world; operating sixteen saw mills in the long leaf districts of Texas and Louisiana.

Annual producing and shipping capacity 600,000,000 feet.

Will be glad to hear from Rotary firms interested in Lumber.

HARRY T. KENDALL, A. G. S. A. (Rotarian)

Address

John W. Chandler, General Sales Agent

**KIRBY LUMBER COMPANY**  
**HOUSTON, TEXAS.**

Or Branch Offices Located at

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St. Louis

Kansas City

Omaha

Oklahoma City

Waco

San Antonio

Havana

Rotary Banks over the United States are cordially invited to send their  
Texas Collections to  
**The Lumbermans National Bank**  
**Houston, Texas**

The membership of this Bank in the

**ROTARY CLUB OF HOUSTON**

is evidence enough of the prompt, accurate and complete service it gives.

We shall be glad to answer inquiries from Rotary members concerning anything they wish to know about Houston and give them any information we can that will make their business relations here profitable and satisfactory.

Our Capital, Surplus and Profits are more than

**ONE MILLION DOLLARS**  
and our Resources are over \$5,000,000,00

**LYNN P. TALLEY, Cashier, Active Rotary Member**



**LOBBY OF MAIN BANKING ROOM THE LUMBERMANS NATIONAL BANK.  
HOUSTON, TEXAS.**

# The Rotarian

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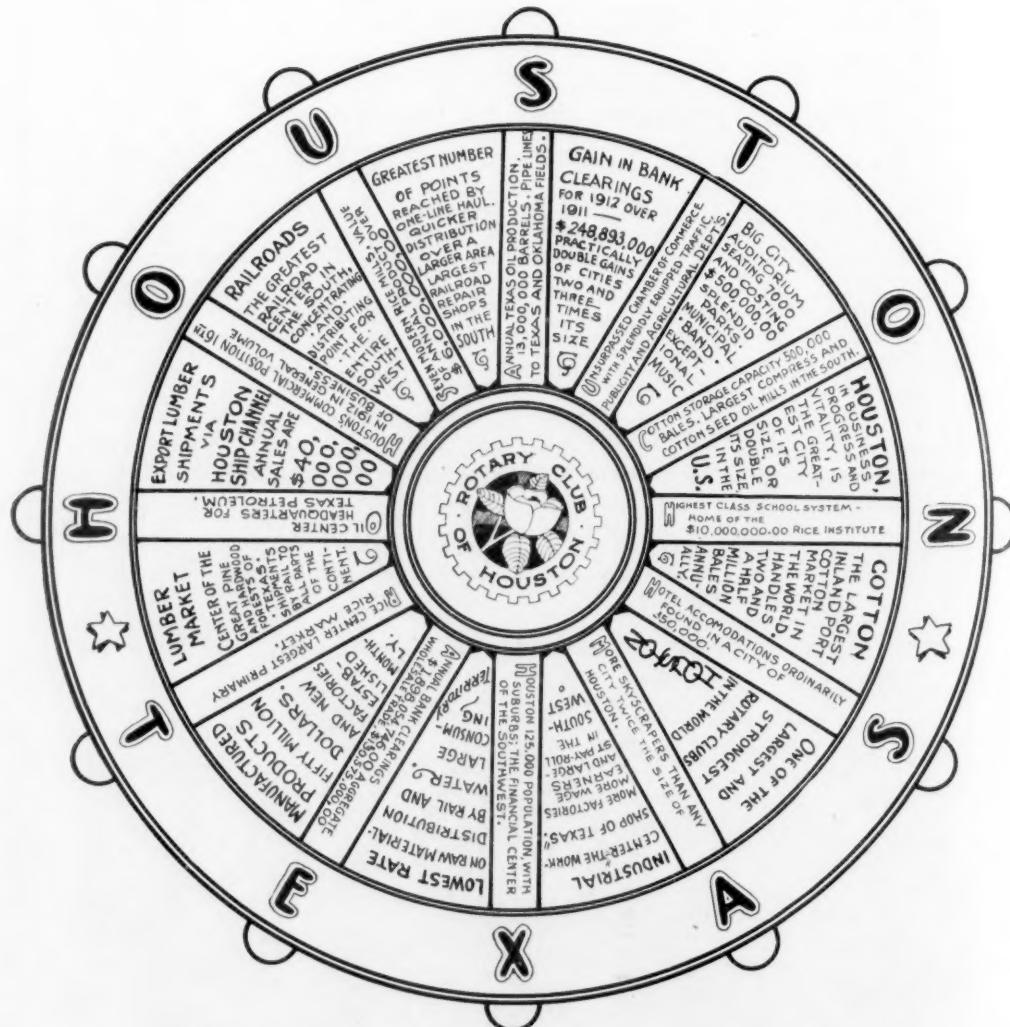


JUNE, 1913

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## WHAT HOUSTON REPRESENTS IN ROTARY

# The Rotarian

Official Organ of the International Association of Rotary Clubs

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Vol. III

JUNE 1913

No. 10

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## LONG LIVE THE TEXANS!

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Again we surrender an issue to the writers and advertisers of a Rotary club located in Texas—the Lone Star State as it was called when during the period of the Republic (1836-1845) it had a flag which bore but a single star. Texas is the only one of the United States which was an independent nation before it became an American state. It is a mighty state—800 miles across.

The first President of the Republic of Texas was General Sam Houston whose successful military leadership had won independence from Mexico. For him was named the city of Houston and it is to the Rotarians of Houston that we are indebted for much of the interesting reading matter and illustrations in this issue.

The wheel on the opposite page gives some idea of what Houston represents in Rotary and what Rotary means in Houston. President Robert H. Cornell has every right to be proud of his city and of his Rotary club. And "**The Rotarian**" is proud of its Houston issue as it was of its San Antonio issue.

Vivan los Tejanos!

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## HOW ROTARY IN TEXAS IMPRESSES AN OUTSIDER.

---

President Cornell of Houston has instructed me to contribute "An Impression of Rotary in Texas." In the letter which orders me to contribute the same I am told that I am at liberty to go as strong as I like. Therefore, the latest impression I have of Rotary in Texas is its unparalleled nerve. However, that I should express my appreciation of what Texas Rotary stands for can only be a slight return for the gracious hospitality which was extended to me recently. I traveled a good many miles to see the Texas fellows but the reception that greeted me was worth every mile that I travelled.

I found Texas on the job—both men and nature seem settled down to stay. There is something about the breadth of the state that gives a breadth to the vision that is not possible to a man in the east. Rotary cannot help but succeed in a state like Texas, because of the type of men that are Rotarians there. They are not selfish either personally or collectively. For all I know they may always be looking for an opportunity to do the other fellow but still they are always willing to be generous with the proceeds.

In Texas Rotary clubs are now established at Dallas, Houston, San Antonio, Galveston, Beaumont, Ft. Worth, Austin and Waco. Others are being organized. These Texas Rotarians are live men and they are residents of live communities—communities that have turned opportunity into cash, who have turned possibilities into wealth, and who have directed the forces of nature to their own up-building.

What more natural than that Rotary should thrive and grow in such an atmosphere? My own experience with these Rotarians has been brief, but I have found them generous to a fault—with their time and with their money. They seemed to have but one thought and that was that the visitor should have a good time.

Rotary owes an obligation to Texas for there she has made her greatest development during the past year. There she has sprung into existence, full panoplied for the contest like the ancient goddess and her crusade for the cause has been vigorous and active. I bespeak for Texas the fulfillment of her desire. She has won it by her service. Let the 1914 convention go to Texas where it belongs. The east has had it, the north has had it, the west has had it—and now let us let the south have it. The Pacific division has had it, the central division has had it, the eastern division has had it—now, give it to the southern state of the western division.

**W. H. Stanley,**  
Vice President for the Western Division.

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### THINGS NOT YET DONE IN ROTARY.

---

At the close of the constitutional convention, Dr. Franklin was accosted by a lady with this question:

"Well Doctor, have we a republic or a monarchy?"

"A republic," replied the Doctor—"if you can keep it."

Rotary has the largest spiritual foundation open to associations of modern business men—if it can keep it. The laying of this foundation has been broadly and solidly done. It is not seriously threatened from any quarter. But it is somewhat threatened by the need of elections to office among its members.

The ideal platform as to office in Rotary is this:

The man who is worthy of election will not seek it.

Nothing could do more violence to the spirit of Rotary than a contest for office waged by means of pre-election campaigns, personal organizations in behalf of candidates, and the pledging and exchange of votes.

None of these things have yet been done in Rotary. It is important that none of them should ever be done in Rotary. The spiritual foundation of the organization is too precious.

**Allen D. Albert.**

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### THE SECTIONAL MEETING—A ROTARY INNOVATION.

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At the Buffalo Convention one-half day has been set aside for Sectional meetings. A section consists of all of those members in the affiliated Rotary clubs who are engaged in one line of business.

At these sectional meetings members will have the opportunity of conferring with each other relative to advertising and sales methods, and interchanging ideas that have been used in one section of the country successfully, thus giving the benefit of those ideas to the Rotarian engaged in the same line of business in other towns.

The sectional meetings will be one of the most important developments of this convention. The idea was broached in a resolution presented by the Des Moines Rotary Club at the Duluth Convention, and the Des Moines Rotary Club was appointed a committee to organize the various sections. The committee has been at work and chairmen of the various sections are now being appointed from the affiliated clubs. As soon as all of these sectional chairmen have been appointed a list will be mailed each of them from the International Secretary's office, giving the name and address of every man who is a member of his section. He will immediately communicate with them and arrange for the program.

Inasmuch as the meeting at Buffalo is the first convention at which the sectional idea will be tried out, the member of the Buffalo club belonging to each section will be made the house committee for his section, and the meeting of his section will be held at his place of business.

The sectional idea is not new in a convention of this sort, although it has many possibilities in the Rotary clubs that it does not have in other organizations where it is used. The Associated Advertising Clubs of America have been using

(Continued on Page 51.)

## The Rotary Club of Houston

By Robert H. Cornell, President

THE great gospel doctrine, "Service above self" truly reflects the well known spirit and the wonderful growth of the "Magnolia City." Co-operation and friendliness is evidenced on every hand; the greatest proof of Houston's strength as a metropolis and the best exemplification of its claim to rank with the "live wire" cities of the country is the marvelous success attending its Rotary organization; still less than a year old and numbering (on April 18th) a membership of 260, active and associate! Mac Martin, of Minneapolis, Minn., well deserves the affectionate term bestowed upon him by local business men as "The Little Father of Rotary in Houston." It was during Mac's visit to Texas with the Associated Advertising Clubs, which convened in Dallas, and later toured the state, that he subtly suggested to the writer the idea of a Rotary club in Houston. In acknowledging the honor conferred on the former International Rotarian Treasurer in christening a tree for him at the Rotary Arbor Day celebration, Martin referred to his visit to Houston, and to how the Rotary seed sprouted, in these words: "I had only to look up and down the street at the live, hustling throng to know that in Houston lay the most fertile field for Rotary extant."

Results have proved his prediction not far wrong, since our secretary avers that from the information he can gather we can justly claim to be numbered with the largest and strongest clubs in all Rotary. While we have never had a statistician, our Rotary banker says that the actual resources and capitalization of the Rotary firms of Houston is considerably over the hundred million dollars mark. It might be fair to explain that one concern of our membership is capitalized at one-half the above mentioned figures. Six members were present at the preliminary meeting,



August 30th, 1912, at which the Rotary Club of Houston was launched.

While optimism is contagious in "heavenly Houston," not one of the sextette in his fondest dreams ever imagined our club would become the power in business efficiency, fraternalism and the aid in civic development that it has proved. And no one man or set of men is responsible for this success, rather the entire membership have formed both spokes and hub of "the wheel" in Houston and from

the very first Rotarian principles have "caught on." "Stunts" have justified the Houston slogan that "Rotarians take their business seriously, their fun naturally."

Worth-while innovations have been the "all state" Texas "get-together" meetings promoted by the local club and participated in by sister cities, the bringing of International officers to meet with state clubs, the successful picnics and other affairs for Rotarian ladies and the co-operation with the Chamber of Commerce and other civic organizations in municipal improvement projects and lastly the fathering of the improvement of the Galveston-Houston highway by the initial tree planting function which marked the pledge of this club in the memorial subscription plan by which the boulevard will be shaded.

Other affairs, to be staged before this issue of the magazine is read by Rotarians, include a permanent organization of a State Association of Rotary Clubs at Galveston in May, and the "Seeing Houston Industrially" stunt, a junket among the railways, factories and warehouses that have trackage in the city of Houston. A "Rotary Lodge" with unexcelled club house facilities on Galveston Bay is another project in the hands of a special committee. We have been told that our "automatic roll-call" and

scheme of prize awarding, letter, bulletin and "boost week" privileges are original as well as unique.

The Rotary Club of Houston shares the pride of every sister organization in its membership, the quality, enthusiasm and achievement of its members individually and in committee assignments. If Rotary had no other excuse for existence than the recognition of the fine principle of elevation of business ethics, it would still be a splendid representative association of high minded tradesmen exemplified by the Houston club's roster printed elsewhere in this issue. Our technical talks, the privilege for each rotating weekly, at our Friday luncheon (1:00 o'clock Hotel Bender banquet hall) are always meaty, edifying and instructive. In Houston, as in all Rotarian cities, the club has become the much needed vehicle of relaxation for men of affairs who appreciate diversification with a business atmosphere.

Unlike most newly organized Rotary clubs the Houston organization had no "wet nurse" and it is because of this fact that we are more deeply indebted to the interest and service of International Secretary Perry, President Mead and Vice President Stanley of the Western Division. From the very first advice and co-operation of our able officers has been invaluable and deserving the most of the credit for the success of Rotary in the "Magnolia City." Kindly expressions and interesting data from other clubs merit mention as an aid to the growth of Rotary locally.

The "United States" combination is the greatest asset in Houston's candidacy for the 1914 convention. The truly "Rotarianesque" action of the club of San Antonio in withdrawing from the contest for the coveted honor of entertaining Rotarians next year is the most gracious example of "the-one-for-all-and-the-all-for-one" principle I have ever observed. Too much praise cannot be bestowed on Brother Herbert J. Hayes, president of the San Antonio club and Brother Lewin Plunkett, president of the Dallas organization for their splendid co-operation in club work in Texas and for their part in Rotary extension. Houston Rotarians feel a natural pride in our nearby sister organizations, the Rotary clubs of Galveston and Beaumont which are in a flourishing condition, have able officers

and will be well represented at Buffalo in August, and if the International officers agree with our claims, will be in the forefront of the personal welcoming line in 1914—in Texas.

Of the hundreds of personal pleasurable experiences that have fallen to my lot in Rotary participations, none have so impressed me as the efficacy of the "Rotarian melting pot." Our local club is responsible for the re-making socially of dozens of our business men and has brought many more "out of their shells," and in every member broadened the "perspective." It has developed latent talent, literary and oratorical and furnishes the best examples of concentrated power and efficiency possible. To quote a member, "the bunch sure pull together."

We have seen new members accept affiliation with perhaps well defined selfish motives, and in theory and practice become completely converted. And this experience to me seems the finest thing in Rotary—that to one's participation in club activities and to the club itself may safely be left the making of a true Rotarian.

Several months ago I asked our boys to write me letters giving their impression of Rotary and what they thought of Rotarian membership. Three are herewith reproduced:

#### Principles.

The more I see of the Rotary Club and its work, the more enthusiastic I become as a Rotarian. Like most other members, I joined without any very full knowledge as to the principles. Step by step, however, these principles have been unfolded to me and I have steadily grown to recognize their value.

Any organization which takes a man out of his own little groove in life and leads him to see things from the other fellow's standpoint is a good organization. No man can make a success of his own work without being tremendously interested in it. The danger is that he may become so much wrapped up in his own work that he fails to recognize the beauty and the importance of the work the other fellow is doing.

This is true no matter whether a man works in dry goods or in hardware, in machinery or in publicity, in agriculture or in education. Good work along any of these lines is worth while but no one of these affords the only work worth while. An organization which enables a man to realize that no matter how valuable his own work may be he is only one of a vast army of honest workers, each trying to contribute to the general good, is of distinct value.

For myself, individually, the chief good which I derive from the Rotary Club is the opportunity to put before a group of the live

business men of the community the needs and the welfare of our city school system. I feel that when I meet these men and by my words, or even by my mere presence, remind them that the city schools are in existence and are working faithfully for the welfare of their children and their employes, I am really rendering a service to the children of the community. I also feel that when I meet these men I am gaining the opportunity to see life from a broader standpoint than that of the school room and hence to shape the general policy of the schools so that it will still better meet the needs of life as it is today.

P. W. HORN,  
Superintendent City Schools.  
**Organization.**

What do I think of the Rotary Club? The Rotary Club is going to be what we make it but the idea of Rotary is fixed. It is an ideal whose growth has been synchronous with the history of man. On monuments and ruins of civilizations long gone can be traced movements having for their foundation the Golden Rule. This heritage is the cardinal principle in Rotary.

Rotary is the first organized effort to embody ethical with physical and psychological truths in the science of business.

The great principle in business is honesty. This is possible only through right thinking, for "as a man thinketh, so is he," and our thoughts will be reflected in our physiognomy, for "what is beautiful is good and who is good will soon be beautiful." As these ideals become the ideals of the Rotary membership, Rotarians will be placed upon a common thought level, which is the only successful foundation upon which to build ideas of co-operation.

Co-operation is recognized as the great fac-

tor in business success. Any particular branch of business is successful only to the degree to which all the factors thereof co-operate, and we as individuals are successful only to the degree to which the whole is successful. Rotary helps us to the success that we deserve, through the medium of its teachings and to the degree to which we are a part of the whole. Incidentally we may make some money but this is purely incidental in Rotary.

All great forces and all great truths travel in cycles—hence Rotary. They must travel in cycles else there might be an end.

The onward march of progress may develop that there is something better than Rotary in business, and if there is we hope it will be found so that we can then take our place as the pioneers in the movement of organized effort to blend ethical and scientific truth in business by business men.

HENRY GREENFIELD,  
S. O. Cotton & Bro., Insurance.  
**Optimism.**

My views—my thoughts of the Rotary Club of Houston abbreviated:

It is optimism personified—the quintessence of good fellowship—the exemplification of the square deal in business—it is helpful—mutual—co-operative and charitable.

It is not mercenary for I believe the members recognize and practice that higher principle in life—**Service.**

It is not mechanical or methodical, but meritorious and practical and—

Money cannot buy a membership in this club from one having once attained it. It is without price, and I am indeed fortunate to be counted active in its service.

GEO. H. McCORMICK,  
Of Wm. A. Wilson Company.



## "Houston Statistically"

By R. A. Stacy

Treasurer Rotary Club of Houston

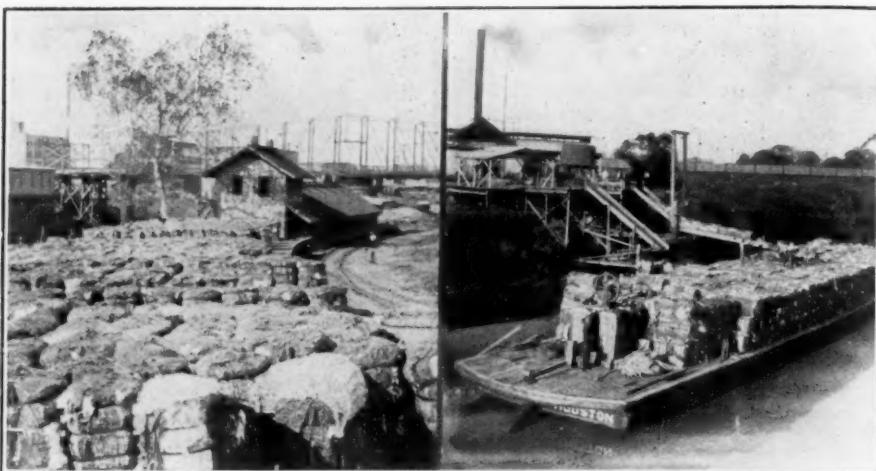
**A** ROTARIAN is by nature a statistician. If he weren't an expert in statistics he wouldn't be successful in business and if he weren't a successful business man he wouldn't be a Rotarian.

So it rotates back to the starting point. In this little story we want to start away back in the history of Houston—say about thirty or more years ago—and come back to the Houston of today. "It must bristle with statistics," the editor

said, "but made it readable. Houston furnishes a world of material."

Thirty years ago there was no Rotary organization—that happened about eight years ago in Chicago. Thirty years ago the population of Houston was about 23,000; six years ago it was about 75,000; today it is 125,685! There isn't a faster growing city in the land and Houston is just getting a start.

There are material reasons why Hous-



COTTON COMPRESS AND BARGE LOADING SCENES ON HOUSTON SHIP CHANNEL.

ton should grow faster than her sister cities. One principal reason is because agricultural development in North Texas has been completed 75 to 90 per cent. Cities in those agricultural centers have increased their population from that development of agriculture. The Houston district has been developed in agriculture but 11 per cent—this development is just beginning. Now if Houston with 11 per cent agricultural development already is larger than her sister cities where the farm development is greater what will Houston's population be when her farm lands are developed from 75 to 90 per cent?

Another reason: Houston is the largest railroad center in the South. Seventeen railroads have their termini in Houston, while the largest railroad shops in Texas and some of the largest in the South are located in Houston. Houston has the only car wheel factory in the South, while the only general office building owned by the Southern Pacific—the 10-story Southern Pacific building—and the half million dollar Southern Pacific modern hospital are located in Houston.

This gives Houston unexcelled advantages in railroad transportation. By virtue of being at the head of the Houston Ship Channel Houston is benefited by the water rate, which railroads from seaboard points are forced to meet. With the greatest railroad facilities in the South and deep water Houston is unex-

celled as a manufacturing, wholesaling and jobbing point.

The Ship Channel is now being improved by the United States government under a \$2,500,000 appropriation. A minimum depth of 27 feet is being secured so as to permit the largest vessels of ocean commerce to come direct to the doors of Houston. The city of Houston is constructing extensive wharves which will be forever free to shipping. This pledge of free wharfage is exacted by the Federal government. The work of dredging the channel will be completed about June, 1914, and will be formally opened simultaneously or a little before the Panama Canal.

Houston is the largest railroad center of the South. In addition all the big lumber, oil, sugar, rice and fruit interests center in Houston. One Houston oil company has a capital stock of \$50,000,000; there are a score or more others of lesser capital. The annual production of Texas petroleum is about 13,000,000 barrels and this production comes from a section surrounding Houston, with the exception of one North Texas field.

Houston also is the financial power of the Southwest. A dozen banks and trust companies operate in Houston, some occupying the finest banking houses in the South. Houston annual bank clearings aggregate nearly \$2,000,000,000, second only to New Orleans in the South; bank deposits subject to check total \$45,000,000, the largest of any city in Texas.

Cotton is Houston's greatest commercial asset. Houston is the largest inland port cotton market in the world, handling over two and a half million bales annually, over half the total crop of Texas and Oklahoma. The Houston Ship Channel annually saves to the planters of Texas and Oklahoma over \$6,000,000, as for the distance of 50 miles to shipside it cuts the rate from 21 cents to 6 cents. Organization of the largest cotton terminal and compressing plant in the world is now being undertaken by the Chamber of Commerce of Houston and this year the first units of this great plant will be constructed. Thirty years ago the cotton shipments of Houston totalled but 527,756 bales.

The following table of statistics will in a measure show the great growth of Houston in thirty years:

	In 1880	In 1913
Population .....	23,408	125,685
Banking capital .....	\$ 600,000	*\$14,385,302
Bank deposits .....	1,000,000	45,000,000
Value of manufactures..	1,000,000	60,000,000
Capital invested in manu- factures .....	250,000	20,000,000
Number of wage-earners, .....	2,500	†11,000
Total annual payroll.....	2,000,000	11,000,000
Shipments by water.....	5,000,000	53,000,000
Number of railroads.....	9	17
Annual lumber sales.....	None	\$ 40,000,000
Jobbing trade .....	\$4,500,000	125,000,000
Total commerce of city..	8,000,000	180,000,000
Taxable valuation .....	5,502,416	100,000,000
Cotton shipm'ts (bales)..	527,756	2,630,000

\*Includes Trust companies.

†Includes railroad shop employes.

This is a wonderful growth during a period of thirty years, but Houston's building record during the past three years is believed unparalleled in the land in a city of equal size and population. In three years there have been over \$25,000,000 invested in buildings and skyscrapers of ten stories up to eighteen stories have jumped up throughout the downtown section. Houston has today thirty-three tall buildings of six stories and over and she challenges any city of equal population in the world to show as many! Last year Houston led all cities in Texas in amount of building investments and has a good lead already this year.

Another record: Houston two years ago was handicapped in first class hotel facilities. Since then one \$3,000,000 hotel and two \$1,000,000 hotels have been constructed—eighteen, eleven and ten stories respectively—giving to Houston 200 more first class hotel rooms than New Orleans. With a \$100,000 municipal auditorium, seating 7,000 persons, constructed of steel, concrete, stone and brick and completed a year ago, and these superb hotel facilities, Houston is the premier convention city in the South and is well equipped to properly care for the Rotary Clubs' convention should it come to this "Southwestern City of Big Things."

HARRIS  
COUNTY  
COURT  
HOUSE



LOCATED  
AT  
HOUSTON  
TEXAS

## Houston As a City of Stores

By Geo. A. Lansdowne

Director Rotary Club of Houston

ONE thing that makes the greatest and most lasting impression upon the visitor to any big city is the retail stores. They supply one of the main themes for conversation with friends "back home." And this is only natural—for each store is an exhibition of the world's handicraft in each line. In the aggregate they form a mammoth exposition of the products of agriculture, science, industry and art—arranged for the enlightenment and service of mankind. Nowhere else may one see, and compare, and enjoy, in full measure, the practical achievements of skill and art of man. It is the meeting place of the world's offerings and the world's wants.

And as for stores—Houston does not suffer by comparison with any other cities of its size in any part of the country. It is noted for the excellence of its retail shops. It holds several records in

this line. For instance: The largest and finest exclusive woman's store in the South; the largest shoe store in the South; the finest hardware store in the South; the grocery store boasting the world's largest individual retail business, in its line; the finest automobile salesroom and garage in the South; the largest furniture store in the South and also one of the very finest in the United States.

No! these are not boasts—but acknowledged facts—some of the exceptional things which help make Houston an exceptional city.

Everyone agrees that "Houston is a great business town." The people are prosperous. They enjoy life; they live well; they furnish their homes with the best; they dress well; they are quick to adopt new ideas; they spend liberally and, as a consequence, there is a brisk, bustling "busy-ness" in all retail lines.

## "The Store Beautiful"



Above is a view of one of the individual French Costume Salons in the Levy Store. One of the many features designed to appeal to an exacting clientele.

### IF YOU will make Houston the

Rotary Convention City for 1914, we shall take pleasure in showing you what is conceded to be the largest and finest Exclusive Woman's Store in the South. Often spoken of as "Woman's Paradise"—carrying everything under the sun for women and children.

We are proud of the Rotary organization—for its principles are strictly in line with those we have practiced in this business since its beginning—a quarter of a century ago.

**Levy Bros. Dry Goods Company**  
**Rotarians** :: **Houston, Texas**

## Houston, a City of Homes

By Geo. H. McCormick



WHILE Houston may take justifiable pride in her modern up-to-date buildings, in her gross bank clearings, and the fact that here seventeen railroads meet the sea, also that she handles 65 per cent of the cotton crop of Texas, being the largest inland port cotton market in the world, still there is one pertinent fact that dominates the attention of practically all visitors to Houston. This fact is "Houston is a City of Homes."

Here one finds a pleasing harmonious blend of the stately colonial type of the South, with the restful coziness of the bungalow of California, and a suggestion

here and there of the quaint but practical craftsman style. The gradual demand for beautiful homes and genteel surroundings has caused a large number of home-building development companies to enter the field in the last few years, offering every ambitious family the opportunity to own its own home in attractive home centers. The realization of the vast possibilities that lie in the production of beautiful home places has caused these different companies to vie with one another in their efforts to surpass in beauty and artfulness the home places and the architectural designing of the homes.

Ten years ago Houston might have

## Wicks & Company

### The Rotary Confectioners of Houston

*If it's here, it's the best  
If it's the best, it's here.*

Sole agents for the celebrated Lowney Chocolates. The best home-made candies and made fresh every day.

*MOYE WICKS, Jr., Active Member*

**Texas & Main**

**HOUSTON, TEXAS**

**The Busy Corner**

The only Paint and Varnish Factory in Texas would like to hear from Rotarians anywhere.

## Texas Varnish and Specialty Works

HARRY J. KUHN, Rotarian

HOUSTON, TEXAS

Official "Red Paint" makers to Houston Rotarians, Buffalo Convention, 1913.

## "Rotary Bicycles" in Houston

For Man and Miss of every age



"STAWANA" and "SHELL ROAD" Bicycle Tires delivered free by Parcel Post anywhere in the U. S. Special Discount to all Rotarians.

MARCH CULMORE

(Member Rotary Club of Houston) HOUSTON, U. S. A.

## The Texas Artificial Limb Co.

[INCORPORATED]

Manufacturers of the Latest and Most Improved

## Artificial Limbs Trusses, Crutches, Braces Extensions

303½ SAN JACINTO STREET

P. W. KITTRELL, President  
Member Rotary Club of Houston

N. B.—Would like to hear from all "Wooden-Legged" Rotarians.

been called a city of renters. Today, it is practically a home-owning commonwealth, made possible by a liberal business policy of several realty companies who make a specialty of building homes, at prices ranging from \$2,500.00 upwards. Adhering strictly to one line of building homes, and selling them at moderate terms, the home building concerns have been able to attract hundreds who would otherwise be compelled to pay rent. By uniformly refusing to rent houses, even when renting could be made profitable, these same concerns have compelled the weak-hearted who, having already put their hands to the plow, have bethought themselves to turn back, and have encouraged them to continue in their efforts to own a home. It is a demonstrable fact that adherence to these two policies is largely responsible for the artistic style that is evident in Houston homes. The home is very much a matter of family pride and it seems that every man in Houston has sought to build the very best he could afford.

The William A. Wilson Company, owners of Eastwood and Woodland Heights, have for a number of years been building homes at the rate of two a week; that means 104 homes per year, and 104 homes completed every year is no small matter. The prices of these homes range from \$2,500 to \$25,000. This means more to the larger interests of Houston than 500 rent houses built by the same concern in a year could mean for these 104 homes, while built by a single concern, will be owned by separate families, and the value of any enterprise that makes for more homes cannot be estimated in the real significance that it bears to the true development of any city. Eastwood, their latest undertaking, comprises some 200 acres—about 1,200 lots, all restricted. It is resplendent with that natural beauty and elegant charm that makes an addition always desired as a home spot. Beautiful parkings, graceful sweeping streets, terraced lawns, and trees—not only captivate the eye of the visitor but instill within his heart a desire to own a home all his own.

"A Rotarian of History," with a tabloid staging of the Courtship of Miles Standish with the romantic John Alden as the hero and pioneer exponent of Rotary was an interesting feature in a recent banquet entertainment at Houston.

## Taxation In Houston

By Robert A Higgins



**S**INGLE tax as urged by Henry George may be a theory, but Houston's taxation system, a perfection of the Henry George idea, is practical. It is more—equitable, just, approved and popular.

Two years ago when a student of Henry George began a campaign for a new taxation system in Houston, he was ridiculed and his proposed reformation branded as a farce, good to look at but far from valuable. A large majority of Houston citizens however recommended the plan by electing the champion a city commissioner.

Just one year ago the Houston system was put into effect. It was simple—in fact single tax simplified, but the words "single tax," such a bugaboo to some property owners, were eliminated. Few people realize that it has even a slight kinship to single tax.

In brief Houston taxes improvements little, assesses no money, notes, mortgages, personal property, household goods, jewelry, etc., but lands heavily on unimproved realty. Lands assessed heavily means that it is assessed at 90 to 100 per cent full value instead of under the old plan of 25 to 60 per cent.

"CAN'T WEAR 'EM OUT"  
Brand

### "Never Leak" Moccasin Boot

For Rotarian Sportsmen, Campers,  
Hunters and Fishermen



Don't throw away the benefit not mar the pleasure of your outing by wearing "any old foot-wear." You need and will appreciate the solid foot-comfort insured by wearing the "Never Leak" Moccasin Boot. Made of black chrome-tan flexible cowhide, with extra grade sole, Hungarian hob-nailed if desired; guarded leather counter; best quality rawhide laces; light weight and conforms to the shape of the foot—which means proper support and freedom from foot-troubles. Is as nearly waterproof as leather can be made, and will remain so as long as properly cared for. The ideal boot for sportsmen

and outdoor wear—18 inches high.

By Parcel Post, prepaid to any address in U. S.  
Single sole the pair ..... \$8.00  
Double sole the pair ..... 9.00  
For hard usage we recommend double soles.

### GUS. W. TIPS

Member Rotary Club of Houston

**Saddles, Harness, Leather Goods**  
Sole agent celebrated guaranteed Luther  
Gloves—Riding, Driving and Automobile.

## Opportunity:

"Opportunity" and "The Great Southwest" are synonymous

If it is impossible for you to invest your life in this section, you can still take advantage of some of the opportunities and invest your surplus funds here.

This Company is a Clearing House for High Grade Investment Securities. It specializes in the style of—

**7 1/2 First Mortgage Real Estate Bonds**  
Issued in denominations of \$500 and \$1000 with semi-annual interest coupons attached and secured by valuable farm lands.

Write for Literature

**Bankers Trust Company**  
HOUSTON

Capital  
\$2,000,000.00

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\$950,000.00

The Rotary Trust Company

## THE HOUSTON OPTICAL COMPANY

**Opticians—Kodaks—Supplies**

503 MAIN STREET

W. W. CHAMBERLIN, Active Member, Rotary Club of Houston

## GEO. M. WOODWARD

Former Secretary, Houston Real Estate Exchange

**"Good Texas Lands"**

CITY OR COUNTRY

Write me direct, or through your local broker

## R. B. EVERETT & CO.

CONTRACTORS' EQUIPMENT and  
BUILDING MATERIALS

Ransome Mixers, Spouting Plants, Hoisting Engines  
"Fenestra" Steel Windows, "Anti-Pluvius" Skylights

HOUSTON OFFICE  
409 First Nat'l Bank Building

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R. B. EVERETT, CARL L. BRADT  
Members of the Rotary Club of Houston

## Barden Electric & Machinery Co.

E. T. BARDEN  
Member Houston Club

ARTISTIC LIGHTING FIXTURES

111 Main Street

## KERR--ROTARIAN FLORIST

Recently awarded new Rice Hotel floral contract—  
largest ever placed in south for similar service

We supply anything at any time in seasonable  
Floral Decorations and offerings

**ROBERT C. KERR FLORAL COMPANY**  
2415 Travis Street

R. C. Kerr, Paul Carroll, Members Rotary Club of Houston

The minute a contract is let for an improvement it has the effect of reducing the taxation value and therefore the taxes, and at the same time enhances the entire property, causes rents to be more reasonable and also insures the owner of splendid returns on his investment.

It is an automatic proposition. The board of appraisement fixes the taxation value once. It's good for five years. At the end of the time a new value is fixed, perhaps raising the price and maybe lowering it. This depends on location, surroundings, total city assessments, needs of the city, tax rate, etc. In this way the system has been described as simple—a solution of taxation in municipalities.

Beginning at the center of the city, the most valuable 25 by 100 feet of property, a key is established. Emanating from that in all directions, and extending to the limits, other keys—known as sub-keys—are fixed. There are 32 in Houston. It might be added here also that more than 3,000 homes in this city were reduced in taxes the present year, nearly all of them representing wage and salaried workers. The tax rate was reduced too from \$1.70 to \$1.50 per \$100.

At the same time high-priced, unimproved properties down town, lots and lands of speculators and tight fellows who wanted to reap enhancements at the labors of builders about them, were sent skyward. They are the men who are now building or have offered their properties for sale, meaning that improvements are close at hand.

Since the adoption in the city of the new plan of taxation more than a dozen cities of the Southwest have followed. It has gone out as the "Houston plan." And it is, the child of Houston men at the suggestion of a Houston man who has spent the better years of his life studying the problem. And to the credit of the plan, besides the cities, are two states considering the adoption of the "Houston plan."

Intricate though it may seem to an unfamiliar person, yet simple it is—emphasizing again "single tax simplified." Those who opposed two years ago commended twelve months later. And credit must be given city Commissioner J. J. Pastoriza for the "Houston plan," a method that will be some day followed just as dozens of cities followed Houston in the adoption of the commission form of municipal government.

## Houston Industrially

By Jerome H. Farbar

Of the Chamber of Commerce



**R**AIL and deep water meet at Houston. That's why Houston holds the key to industry in the southwest.

To the manufacturer, wholesaler or jobber is more apparent the truth and weight of the above statement. It is he who has to deal with the complex interstate and intrastate tariffs and who must thread his product through the maze of traffic complexities to the point of destination over the cheapest route and through the line of least resistance.

To ship by water is cheaper than to ship by rail. Where water affords the same transportation between the same points as does rail the water route is the desirable route as its tariff is lower than that of the railroad. Hence if the railroad between these two arbitrary points shall receive any of this commerce it must cut its rates to a competitive point with that of water.

The situation then reacts and preference is given the rail route as it is quicker and not as hazardous. Commerce goes over the rail route at the same price afforded by water and the point which can compel the railroads to meet the water rate is the beneficiary.

This is the situation that obtains in Houston. Seventeen railroads enter Houston, radiating from all parts of the great Trans-Mississippi section. The termini of these roads is at Houston, at the headwaters of the Houston Ship Channel, the deep waterway to the sea. Houston is the farthest point inland reached by sea-going vessels and in consequence Houston enjoys the same water benefits of ports on the open coast.

Houston's Ship Channel is "man-made." It is a natural waterway, an arm of the sea, which permitted traffic by small boats and barges over its waters. That situation alone brought Houston

the much prized water rate and as an instance it cut the cotton rate from twenty-one cents per hundred pounds to six cents for the fifty-mile distance of the Ship Channel.

As Houston grew the importance of the Ship Channel became more apparent and two years ago steps were taken to secure a depth of twenty-five feet throughout which would bring the largest vessels of ocean commerce direct to the doors of Houston. The Federal government appropriated \$1,250,000 for the work, conditional upon Houston contributing an equal amount. This was immediately done by Houston and today five dredges are deepening and straightening the Houston Ship Channel, under governmental supervision, the expense being met by the \$2,500,000 appropriation. By June, 1914, the work will be completed and the channel will be opened simultaneously with the Panama canal.

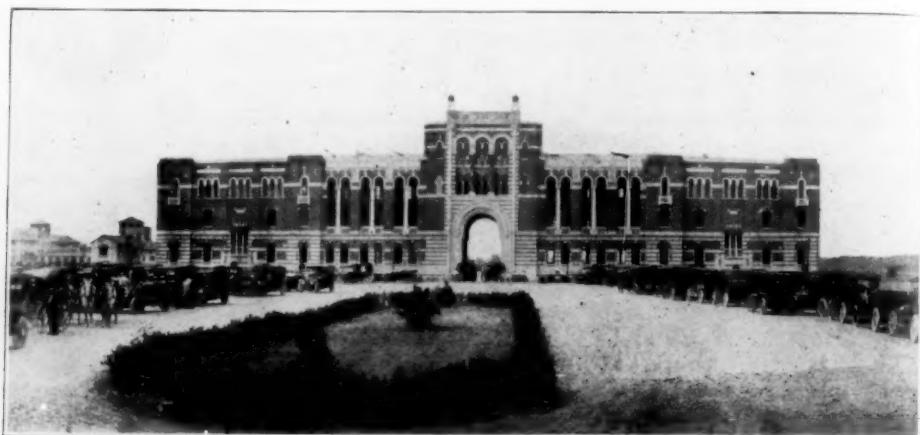
Hence the Houston Ship Channel is a great factor in Houston's importance as an industrial center. It affords a cheap rate for the importation of raw material for the manufacturer or for the bringing in of supplies from Eastern seaboard points for the jobber. In turn the competitive railways afford immediate and rapid and cheap transit of finished goods to consuming districts.

Houston already has about 350 manufacturing enterprises and is becoming nationally known through its apt slogan, "The Workshop of Texas." The erection of "industrial buildings" for small manufacturing plants has been taken up in Houston and every aid is being given the small manufacturer. In these industrial buildings quarters, power, light and display and office room are furnished.

To the manufacturer there are great stores of raw materials to be drawn on in

Texas. Houston is close to the great pine and hardwood forests of Texas, the great iron deposits of east Texas, hardly yet touched, the oil fields of South Texas, the rich mineral deposits of Llano county and to the rich glass sand and clay deposits of the Trinity river. Untold op-

portunities await the hand of the developer in Texas and the center of production is no better provided for than in Houston, where rail and water meet and where a wealth of raw material awaits development.



ADMINISTRATION BUILDING OF RICE INSTITUTE,  
THE GREAT CO-EDUCATIONAL UNIVERSITY AT HOUSTON.

## City Schools of Houston

By P. W. Horn

Superintendent of Schools (Rotarian)

**T**WENTY-SIX buildings. Three hundred and fifty-two teachers.

14,759 pupils.

Buildings, grounds, and equipment valued at \$1,250,000.

Boys taught mechanical drawing and the use of tools in wood and iron work.

Girls taught to cook and sew.

Medical inspection for the health of the school children, with school nurse.

Director of physical education, with woman assistant for work among high school girls.

Athletic leagues among ward schools.

Contracts let for two new junior high school buildings, at a combined cost of \$500,000.

Five new fire-proof buildings for elementary schools under course of construction.

Night schools with instruction in the most practical branches of an English education.

School buildings used as social centers.

School play grounds provided.

\$330,000 spent on maintenance of schools for last year.

Houston has several private schools and denominational academies; two business colleges and the great co-educational university, the Rice Institute.

AUGUST  
17 to 22

**BUFFALO**

— ROTARY —  
CONVENTION

**BUFFALO**

AUGUST  
17 to 22

## Financial Houston

By Lynn P. Talley

Cashier Lumbermans National Bank



THE city of Houston has six national banks and six trust companies, with an aggregate capital of \$5,300,000.00 of the national banks and \$4,500,000.00 of the trust companies, and the aggregate bank operating capital of Houston's financial institutions, composed of their paid-in capital, surplus and undivided profits, according to the financial statements published for April 4th, 1913, is \$14,800,000.00 and the deposits of the national banks alone, according to the same statements, are in excess of Forty Million Dollars.

As none of the trust companies do an active banking business, and their deposits are composed entirely of trust funds, they are, therefore, not given and the statistics of this article are relative to the capital available for commercial purposes.

The financial institutions of this city have always shown, in a marked degree, an interest in the development of Houston and its immediate vicinity, and have pursued a liberal policy toward the support of the city's commercial life and its public institutions.

As a striking example of this, when the Harris County Navigation District was formed, three years ago, for the purpose of providing a fund in conjunction with the United States Government for improving the Houston Ship Channel, the local banking institutions and the City of Houston and the County of Harris took the entire issue of \$1,250,000.00 4½ per cent forty year bonds of the Harris County Navigation District, thereby providing locally Harris County's part of the funds necessary for this great development work, the United States Government, by appropriation, furnishing the other \$1,250,000.00.

The work on the Ship Channel has progressed satisfactorily and far enough

to indicate that it will be finished and opened to commerce within the next two years, thereby providing in Houston a magnificent inland harbor, and another ocean gateway on the Texas Coast.

Although Galveston is already the second port in the United States in the volume of business, the fact that Houston, under present conditions, imports fifty million dollars worth of merchandise annually, an enormous volume of business is assured for the port of Houston upon the completion of the Ship Channel project.

The City of Houston has a commission form of Government, and in its political life has always evidenced progressive principles and efforts. Only last year, in addition to the large amount already expended for public improvements, a bond issue was almost unanimously voted and sold amounting to two million five hundred thousand dollars. The proceeds of this are to be for two additional high schools, a ward school, sanitary sewer and street improvements, and all of these projects are now under way.

Harris County securities are readily sought by the best bond houses over the country. At the present time Harris County has for sale one million dollars country road improvement bonds, which were voted last month.

The financial institutions of this city have kept apace with commercial, agricultural and civic developments. All of the older institutions have from time to time increased their capital, besides the organization of newer institutions, which have occurred as opportunities and necessity demanded their existence.

Houston bears the distinction of being the domicile of the two largest Texas financial institutions—one a trust com-

pany, with a capital of two million dollars and a surplus of five hundred thousand dollars, and one a national bank, with a capital of two million dollars and a surplus of two hundred and fifty thousand dollars.

The scope of the business operations of Houston's financial institutions is not confined to Houston proper, but to surrounding territory, reaching into practically every section of the State, and to many points outside. Some idea might be gained of the enormous volume of transactions and the rapid growth of this city when it is known that sixty-five per cent of the Texas cotton crop is marketed through the city of Houston, and that it is the largest inland cotton market in the

world. Also that more than forty million dollars worth of lumber, which is manufactured within the southwestern part of the State, is wholesaled in the city of Houston. Furthermore, that in the territory in the immediate vicinity of Houston enormous quantities of petroleum are produced and sold in the Houston market.

The Texas Company, with a capital of fifty million dollars, maintains headquarters here, as well as the Gulf Refining Company; and the Magnolia Petroleum Company, Pierce-Fordyce Oil Association and a number of other large oil concerns maintain branch offices in this city.

The volume of business transacted through the local financial institutions increased over 38 per cent in the year 1912.

## Lumber and Houston

By J. C. Dionne

Publisher Gulf Coast Lumberman



I HAVE always found that in the north and east they are prone to think that Houston is on the prairies and marvel to know that this is lumber territory.

The lumber greatness of Houston would take pages to describe. Therefore I will quote just a few generalities.

Houston is the greatest clearing house for yellow pine lumber on earth. The sales offices of Houston handle 2,000,000,000 feet of yellow pine annually.

Houston stands at the edge of wonderful virgin forests, which are estimated to contain in this state alone 66,000,000,000 feet. Of this amount nearly 60,000,000,000 feet is long or short leaf yellow pine.

There are more than three hundred sawmills in East Texas.

There are as many more mills in west-

ern Louisiana and southern Arkansas enjoying equal rates into southwestern consuming territory as east Texas mills, so that there are more than 600 big sawmills tributary to Houston and the large majority of them sell all or part of their product through this city.

The value of the lumber and other timber products sold through Houston every year is more than \$40,000,000.

Houston sells the whole world. From the nearby ports it ships export and coastwise stock, and seventeen railroads carry its product by land.

At the rate Texas timber is being cut the present rate of production can be kept up for twenty-five years to come, so Houston will be a great lumber center for another generation.

### Low Cost of Living an Important Factor

Factory labor, both skilled and unskilled is plentiful. The wages are in many cases lower than are paid in other cities because of the fact that the necessities of life can be purchased at less cost, especially food and fuel. Houston is the center of the food-producing area of the Southwest, and it will be apparent that such products brought here for consumption are not compelled to bear the burden of long transportation as is the case in markets more remote from the point of production.

# There's Big Business in Texas

*For the Firm That Goes After It!*

The Southwest's Greatest Daily

## THE HOUSTON CHRONICLE

can help make this great Trade Zone YOURS because it furnishes a definite and comprehensive SERVICE to advertisers.

### *The Largest Guaranteed, Sworn and Certified Circulation in All Texas*

It's just a bright Rotarily progressive, cheerful, optimistic newspaper, interested in the development of its community and edited in such a way as to present all the news in a pleasing and dependable manner.

It's the most extensively read paper published in Texas and its army of readers are loyal and responsive to a marked degree to its advertising.

The wonderful growth of Houston is contemporaneous with that of The Chronicle.



Finest Newspaper Plant and Building in the South and Southwest.



## THE HOUSTON CHRONICLE

Has a "Co-operative and Sales Expansion Service Aid" for factory branches—new industries—popularizing new products and increasing distribution efficiency. And a Parcels Post Mail Order proposition—a little "try out Want Ad" in the Chronicle will PULL and PAY BIG! Try it—a Sunday and six day Classified Ad 35c a line, 3 line minimum.

### *Covers Houston and 500 Towns in the State*

Carries more advertising than any publication in the great Southwest. Last year's gain 640,000 lines—total 7,415,632 lines for 1912; over 140,000 lines gain in March 1913 over corresponding month in 1912. Write for "Sales Co-Operation Plan" To-Day or send a trial mail order Want Ad—NOW.

## THE HOUSTON CHRONICLE

*"The Great Home Paper of Texas"*

M. E. FOSTER  
President

### BUSINESS DEPARTMENTS

R. H. Cornell C. B. Gillespie  
J. E. McComb, Jr. L. J. Van Laeys  
(Members Rotary Club of Houston.)

Eastern Representatives:  
LaCoste & Maxwell  
Monolith Building  
New York City, N. Y.

Western Representatives:  
Jno. M. Branham Company  
919 Mallers Building  
Chicago, Ill.

ALEX. A. HART, C. P. A.

GEO. KIDD, Jr.

W. M. AIKMAN

**Hart, Kidd, Aikman & Co.***Public Accountants*

HOUSTON

414-15-16 First National Bank

SAN ANTONIO

626-7 Moore Building

Members Rotary Club of Houston



MADE IN HOUSTON—LICKED EVERYWHERE

**JIM BOURLAND'S MEDICATED SALT BLOCK**

It is AIR CURED and the only HIGHLY MEDICATED BLOCK on the market THAT WILL NOT CRUMBLE from moisture deposited by the animal licking. WONDERFULLY EASY TO SELL—You Buy It—They Lick It—THEY DOCTOR THEMSELVES—Made in Houston—Licked Everywhere.

It and Rotarianism born in Houston August 1912—"Both doing well"—Meet Us at the National Convention in Houston 1914.

Active Member Houston Rotary Club.

1803 CONGRESS AVE.

HOUSTON, TEXAS

**TEL-ELECTRIC COMPANY****ELECTRICAL JOBBERS****HOUSTON, TEXAS,**

THE HOUSE THAT GIVES ROTARIAN SERVICE

**EUREKA CORN REMEDY**

**SAFEST, SUREST and BEST.** Relieves CORNS, BUNIONS and WARTS. Stops all Pain, Gives no Trouble and Makes the Feet Comfortable

PRICE, 15 CENTS, BY MAIL, POSTPAID

**A. E. KIESLING**

"Rotary" Prescription Druggist

504 Main Street, HOUSTON, TEXAS

Every Houston Rotarian knows the roll-call answer:

**"Sam Thompson" ... "Crank"****"The Pantitorium" ... "We Fix Up and Dye"**—and we get **their** clothes cleaning business—not because of Rotary but because we "deliver the goods."**THE PANTITORIUM - HOUSTON, U. S. A.**

"Sam" wants to meet Rotarians in Houston next year

## Houston Manufacturing

By Harry T. Warner (Rotarian)

Managing Editor Houston Post



THE first consideration in manufacturing is transportation facility.

Houston has five great systems with eighteen lines and has water rates and uses them to handle in coal and the raw material.

The second consideration is the matter of fuel. Houston gets coal by water; is in the midst of the fuel oil fields of Texas; has available water power, even though it has not been developed.

The third consideration is that of labor. Houston has a comparatively low cost of living, is on the great southern route between the Atlantic and the Pacific seabards, and much of the factory labor is

migratory, seeking new fields easily accessible.

The fourth consideration is the ease with which the laborers may acquire homes. Houston has cheap homes, a number of corporations and individuals who make a specialty of building homes upon easy terms and the tax and water rates are so low that there is little trouble in perfecting the payments.

The fifth consideration is the number of other manufacturing establishments. Houston has developed along the manufacturing line to the point where there are some thousands of workmen and work-women engaged in various lines.

Rotarians like

### Maxwell House Blend

because it's an honest and  
optimistic COFFEE

The South's finest flavored best selling  
blend. Forty good, heart-cheer-  
ing cups to the pound.

Cheek-Neal Coffee Co.,  
Houston - Nashville - Jacksonville  
[J. W. NEAL, Rotarian]

### ART SUPPLIES

The Most Up-to-Date in Houston

### Texas Blue Print Supply Co.

610 FANNIN STREET

W. P. COTTINGHAM, Active Member Rotary Club  
We Make Best Maps of Houston and the Texas  
Gulf Coast Country. Write.

### THE TEXAS COMPANY

*Petroleum and  
its Products*

HOUSTON      NEW YORK

Agencies Everywhere

### National Cash Registers

The man who tries to keep his business in his head  
can't keep ahead in his business.

806 Texas Avenue

J. L. POOLE, Sales Agent  
[Member Rotary Club of Houston]

# *Safety and Security*

THIS company requests the privilege of explaining to every Rotarian the advantages of its Guaranteed Certificates of Title. An investment in, or loan against, Texas real estate when protected by the Certificate of Title Guaranty is absolutely safe. For no certificate is issued until the title has been carefully examined and approved by the company's attorneys—every **guaranteed** title is a **good** title. Over and above the careful examination given every title the company absolutely guarantees its findings—the certificate is a bond against any loss from any title defect.

## *Houston Title Guaranty Company*

MINOR STEWART, President

JOHN H. FREEMAN, Secy. (Vice-Pres., Rotary Club of Houston)

*Offices Fifth Floor, Stewart Building*

*Houston, Texas*

## Houston's Rising Skyline

By Lester B. Colby



**R**ISING is the word. Houston's skyline is like "Sour Dough Bill's" biscuits. You can't keep it down. Sour Dough, as he was called, on occasion used to take two cups of baking powder to one cup of flour. Answer? Results! Houston, to make the simile complete, takes two months business and puts it into one month of time. Answer? See that skyline!

structure—the village's best and costliest!

Now it stands "in the shadow of the towering buildings" that make Houston's main thoroughfare one of those "canyons of the city" that the impressionistic artists paint for magazines. Houston's skyline is ever going up. The only time it recedes is when a structure is razed to make a foothold for a greater one.

In the last few months, a six-story



HOUSTON BOASTS MORE SKYSCRAPERS THAN ANY OTHER CITY OF ITS SIZE.

City-of-Roses, land of magnolias, spot where the grass is ever green, only two years and a little more have I called you mine! But in those brief months I have seen thee unfold as the blossoms unfold in the springtime in the old cold north when the warming days come!

Houston's skyline is not only rising, rising with a speed that startles the rancher in his native haunts, but is spreading out along the horizon in a majestic column. It is a still day that the sound of the pneumatic hammer is not heard—like some giant woodpecker—tapping upon the steel trees of industry.

For hundreds of miles around, green square miles, the plains are verdant and level. And here, in the center of farms and fields and herds, is the new metropolis. Four years ago I first saw Houston. The greatest buildings of then look like pygmies now. In those days Houstonians pointed with pride at an eight-story

hotel, thirty years old, melted away and an eighteen-story monument of steel, stone and mahogany sprung up in its stead. Houses of frame have disappeared by the score. Proud blocks of but yesterday now hide themselves in nooks and crannies between overhanging edifices.

Houston's skyline is unique in that it is the fastest growing in the South, if not the nation. "Artists of industry" are repainting it as the artist of the stage, with surprising rapidity, brings out with agile fingers the outlines on the board with his ready chalk. And the world is the audience that sits surprised at the wonders that are being wrought.

An infant still, is Houston, but it digests well. Yesterday it crept, today it walks, and tomorrow? Who knows! Houston's skyline is an agile thing. And it is Houston's proud boast that she has more skyscrapers than any other city in the world twice her size.

*"The Rotary Washwoman" of Houston*

# The Eureka Laundry

*Home of "The Eureka Girl"*

The maid whose aggressive tactics have forced the building of a new plant and building five times the size of her present laundry home.

**"Through the Block" --- Milam to Travis Street at Texas Avenue, after June First---with one of the most completely equipped plants in the West.**

**Dye Works and Garment  
Renovating Plant in connection**

**Collar packages for Rotarians anywhere in the U. S.---if you are out of range of a Rotary Laundry. Parcel Post delivery paid.**

**J. M. BOYLE**

*"The Eureka Girl"*

**(Active Member Rotary Club of Houston,)**

S. P. Randall  
W. R. Olive  
Associate Members



# Any Rotarian

Wanting information about

## Farm Machinery and Supplies Wagons and Buggies

for the Gulf Coast section of Texas

**Write Us!**

If you are not cultivating your Texas Lands  
—DO SO—Possibilities for big returns nowhere  
as great.

## South Texas Implement & Vehicle Co.

HOUSTON, TEXAS, U. S. A.

R. H. SPENCER, Pres.  
Active Member  
Rotary Club of Houston

J. D. SPENCER, Treas.  
Associate Member  
Rotary Club of Houston

## "Healthy Houston"

By Adolph E. Kiesling

THE boys probably thought that, as the Rotarian druggist, I was best fitted to tell in a few words the exact status of Houston, hygienically. Houston Rotarians are kind enough to say that my drug business is the biggest in the city and I believe the best "dope" I can quote is that in the past ten years all other lines of my business will show an average of 500 to 600 per cent increase while the prescription department's business is probably less than 100 per cent greater in the same period. While Houston's population has doubled in ten years, judging from my own business the prescription drug business has failed keeping apace. The health conditions have greatly improved in the past five years, so much so that the business in our sundries department practically doubles that

of both prescription and patent medicines, and a like condition is probably true with every Houston druggist. While the South Texas country is flat and Houston is low the drainage problem has been greatly improved and is being successfully solved. Malaria is fast disappearing; as a matter of fact there is much less of, the generally termed, climatic ills here than in the average city of like size. Houston is very proud of its low mortality rate (12.4 deaths annually to each thousand white persons). The opportunity of living in the open air the entire twelve months of the year, the unusual amount of sunshine, the great fertility and productiveness of the soil, in this territory, are main reasons also that make Houston's health conditions ideal from everyone's stand point.

## Texas Gulf Coast Lands

By Geo. M. Woodward (Rotarian)

Former Secretary, Houston Real Estate Exchange

**R**EADERS of "The Rotarian" now know even better than ever, that Houston is the financial capital of the southwest, the railroad, lumber, rice, oil and educational center of the South, the largest inland-port cotton market in the world and the work-shop of Texas.

Here, virtually at the sea, yet out of reach of tide and flood, in the midst of rich agricultural lands, adjacent to unlimited forest and mineral resources and backed by the unmeasured wealth of the great middle west—here is the site for the modern Rome, to which commerce from every corner of the globe will pay tribute.

Manufacturers who expect to receive a liberal share of this "tribute" will do well to realize that the choicest "reserved seats" are going rapidly. Houston's average present offering will prove safe and profitable. Her best, especially so.

In both city and country, the discriminating business man will see propositions

in which a modest investment will produce pretentious profits. Ideal winter, country and bay shore home sites, which can now be had at low figures, will soon be in eager demand at high prices.

By providing a few acres in this congenial climate, many a Rotarian will lengthen the lives of his parents, while incidently increasing his own vigor of hand, head and heart. There are good reasons why northern farmers are moving to Texas: They know good land and its value and judge a farm's value by its **net** earnings. They see Texas soil is rich and recognize the value of a two-to-three crop climate. They welcome the low cost of wintering hands and stock and appreciate the advantage of a-money-crop-every-month-in-the-year. They revel in the mildness of the climate, enjoy catching the gamey fish and bagging the sportive game, and conclude that in Texas life is really worth living.

## "Why Texas Merits Consideration for the Rotary Convention In 1914"

By John H. Freeman

Vice-President Rotary Club of Houston



**F**IRST and foremost the united Texas clubs are worthy of consideration for the convention honors for their state, because of their good record in the Rotary extension movement and in splendid co-operation with the international body. At the time of the Duluth convention there was but one affiliated Rotary club in Texas and in March, this year, there were eight, viz., Dallas, Houston, San Antonio, Galveston, Fort Worth, Beaumont, Waco and Austin, with splendid prospects for that many more clubs in cities of less size in the state. We may be pardoned for just pride in this accomplishment and for a theory that Rotarianism is ideal in combination with "the Texas spirit," in other words Rotary has expanded in the state because of its principles rather than through organization effort. In every city in the Southwestern territory boasting a Rotary club the organization has taken position in the first rank of city "boosters" and their influence is solicited in all lines of civic development and administration. In some subtle manner every "manjack" of the 260 Rotarian membership of Houston feels, knows and reflects the knowledge that he is an integral part of the liveliest organization in the city.

Houston as the convention city candidate proper is the home of one of the liveliest and strongest Rotary clubs in the world. It seeks next year's convention as a part of the celebration festivities contemporaneous with the opening of Houston's Ship Channel and the Panama Canal. For mid-western and trans-Mississippi shipping, Houston is the port and logical point for celebration of this vast engineering feat, particularly with its own waterway in readiness at the same time. Houston's ability to provide for thousands of visitors, its unexcelled hotel

and transportation facilities and a magnificent municipal auditorium seating over 7000 people takes care of the material requisites. Thirty minutes motorizing takes one to a score of bay-shore salt water pleasure resorts, famous for their barbecues, fish fries, crab feasts, oyster roasts and picnicing facilities. These advantages coupled with the famous hospitality of Texas, which is legion, will insure a time never to be forgotten. The coup d'etat is the proposed "all Texas tour," personally conducted and under arrangements "de luxe" (as the railroads would say). A precedent has been established for this unique stunt by the successful trip over the state, after the Dallas Convention, of the Associated Advertising Clubs in 1912. The Shriners will also participate in the same entertainment and enjoy a state tour with the same hospitable feature this year. The plan now under consideration is for all Rotary cities, in the event next year's convention comes to Texas, to have the best entertainment that can be procured by the local club. There is no gainsaying the prestige accruing the cities and the state of Texas from a Rotary convention and it is a proper appreciation of this advantage that Texas with its eight clubs will successfully perform its promises in seeking the honor of entertaining the International Association in 1914.

### Many Second the Invitation.

There are one hundred and one reasons why **Texas** should have the 1914 Convention, but I am only going to give one. Texas is the only state in the Union where visiting Rotarians can be entertained by a Rotary Club in all of its principal cities. We have Houston, San Antonio, Dallas, Galveston, Fort Worth, Beaumont, Austin and Waco, and by the time the next convention rolls around there will be several others.

H. J. HAYES,  
President Rotary Club of San Antonio.

We are told that the motto of Rotarianism is: "He profits most who serves best." Heeding this motto, we wish to extend to the directors of the International Association of Rotary Clubs, a cordial invitation to visit Texas with the 1914 convention, believing that we can serve you no better than in inducing you once to put your foot upon her soil. From a Texan's point of view, a discussion of the question "Why the 1914 Convention should be held in Texas" is superfluous, and a reflection upon the intelligence of our brother Rotarians who are not so fortunate as to live within her boundless realms. In selecting a place to hold a convention, the peculiar attractions of the particular state are first considered, and we believe that none offers more than does the Lone Star State. True, to some the name "Texas" still means frontier life and Indian massacre. To others, Texas is made up of millions of cattle with cow-boys as her citizens. Yet more and more the people of the United States are waking to a realization of what Texas really is: a broad field of boundless opportunity, of industrial activity and agricultural prosperity. And to you, Rotarians, you who utilize such opportunities, you whose business training makes you peculiarly adapted to appreciate and grasp them, we open the door of our great State and trust that you will come in. And when the 1914 Convention is history and you have returned to your homes, ours will be the profit in the realization of all Rotarians that the selection was wisely made.

ROY L. RATHER,  
President of Austin Rotary Club.

"Texas in a Nutshell"—that is a pretty big contract, but you can do it if you come to the 1914 convention. Start in with Beaumont and make a circle tour covering all the principal cities of Texas.

E. J. EMERSON,  
President Beaumont Rotary Club.

To visit Galveston for a dip in her famous surf—considered by many the best surf bathing in the world—is worth a trip to Texas.

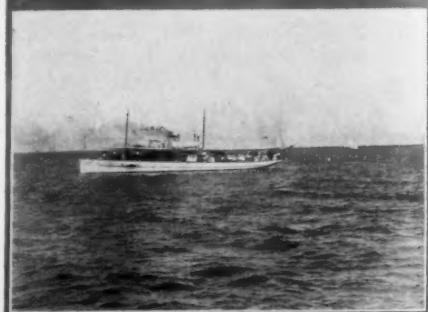
GEO. N. COPLEY,  
President Galveston Rotary Club.

Dallas—Big, Busy Dallas—at the top of the state to balance Houston and keep her from tipping us all into the Gulf. It will do you and Dallas good to visit us—we will both enjoy it.

LEWIN PLUNKETT,  
President Dallas Rotary Club.

A recent acquisition to Houston's musical circles wrote his impression of the city to a friend in the following well chosen words:

"My impression of Houston is that of a typical, breezy, hearty, alert Western city, happily fused with the wellbred, easy-going manner so characteristic of the South. The people have an air of those that do great things, and well they might be proud of what they have accomplished, for the eyes of the nation are fixed upon them in approval of the marvelous work done here in Houston in the last half dozen years. I am glad to be here, and enthusiastic over the prospect of locating in Houston, and altogether charmed with the city and its brilliant future."



SCENES ALONG THE SHIP CHANNEL  
SHOWING THE HISTORIC SAN  
JACINTO BATTLE GROUND.

## Land Titles In Texas

By George D. Sears



**A**RE your titles good?" No doubt this question is heard from prospective settlers in an undeveloped country more than any other. Today in Texas we can truthfully answer, "Yes, as secure as any titles found anywhere."

This, however, has not always been the case. The causes of land litigation in Texas in early days were two-fold: First, the granting of unlocated certificates; and, second, the inadequate surveys by the early surveyors.

It was the custom under the Spanish government, the Republic, and even under the State government, to issue certificates or grants for certain amounts of land to settlers, leaving it to the holders "to locate" the amount of acreage called for pretty much wherever it pleased their individual tastes. There was no system of platting into sections, townships and ranges whereby definite and settled boundaries could be established. A settler took his certificate, say for six hundred and forty acres of land, hired a surveyor and went forth to locate his six hundred and forty acres wherever he pleased, and in whatever shape best suited him. The result was that surveys were overlapped; there were vacancies between surveys; and in some instances one survey would be located almost directly upon a prior one. A Texas land map was something of a "crazy quilt pattern."

The matter was further complicated by the rough surveying methods of early days. Our territory in South Texas is flat prairie in character, and is timberless except along water courses. Thus there were few natural objects by which to locate surveys. In countless deeds and patents, I have seen a description reading, "Beginning at a mound in the prairie"—there would be hundreds of mounds on that particular prairie—or, "Beginning

at a stake in the prairie"—and in a few years that stake would have disappeared. There is a deed on record in Harris county reading, "Beginning at a cow's jaw-bone lying near a gully"; of course the jaw-bone was moved and the location of the property lost.

These haphazard methods led to dire confusion. Titles were insecure; outside capital was frightened; and litigation seemed endless. To meet this unbearable situation, the Texas legislature passed very liberal laws by which title could be acquired by limitation. Thus where patents conflict, three years' possession under claim of right perfects title; five years' holding under a deed together with the payment of taxes accomplishes the same result; and ten years' bare possession gives title.

The short terms of possession soon had the desired effect. Furthermore, an easy and simple method of removing cloud from title, by basing a suit on limitation, was provided. More efficient registration systems were provided; titles were quieted by limitation; as the country was settled up, boundaries were properly and firmly established; better abstractors and better surveyors came into the field, and put the final touch to the development of safe titles.

A few pointers may not be amiss:

1. Have an abstract prepared by a responsible abstractor (Rotarian preferred).
2. Have the abstract examined by a competent lawyer (Rotarian to be sure).
3. Have the land surveyed (if suburban or country property) by a skillful surveyor (Rotarian of course).
4. If there seems to be any doubt, have a sound guaranty company guarantee the title. (There are many sound ones, mostly Rotarian.)

## Houston and Her Churches

By Rotarian Sam R. Hay, D. D.

Pastor St. Paul's M. E. Church, South

THE purpose of this article is not to preach a sermon, but to state some facts with regard to our city as a city of churches. Just here, I want to express my high appreciation, from the standpoint of a minister, of the Rotary club in its recognition of the religious life and investment of the city as an important part in the commercial values of a community. The churches represent the expression of a city's moral and religious life. Houston is emphatically a city of churches. We have fifty-six (white) Protestant churches in our city, seven Catholic, and four Jewish synagogues, making a grand total of sixty-seven. Of this number of Protestant churches, fifteen are Methodist, fourteen are Presbyterian, thirteen are Baptist, six Protestant Episcopal, three are Lutheran, three are Christian, one Christian Science, and one Congregational. The Catholic Church has approximately a membership of 8,000, with their seven churches well located, with splendid church buildings, and with their usual activities in schools and hospitals make a strong religious force in our city. The Jews constitute a splendid element of our church life, having four synagogues and 1,200 members. Our Protestant churches have a total membership of 14,575. Of this number the Methodists have 5,000, Presbyterians 2,800, Baptists 2,500, Episcopal 2,300, Lutherans 900, Congregational 75, Christian 900. Total valuation of church property in Houston, \$2,406,000.

Many of these churches are of recent construction and in every sense modern, reflecting great credit upon both the liberality and the sense of architectural beauty of our people. The Protestant Episcopal church, known as Christ Church, occupies a very commanding down-town

situation, as does also the First Baptist, First Presbyterian, and First Methodist. The First Baptist church is a modern structure valued at something like \$100,000. The First Presbyterian church is also a beautiful, modern building, valued at \$300,000, building and lot. The first Methodist church, which cost \$250,000 and is easily worth \$350,000 including lot, occupies, with the First Presbyterian, a commanding position on Main street. In the South End, known as the best residence section of Houston, we have four well located churches. St. Paul Methodist church, costing \$220,000, is in every sense modern. The Second Presbyterian church is also a modern structure, with a conservative value of \$100,000, building and lot. Tuaam Baptist church is also a good building, well located in this section. The Trinity Episcopal church is planning to build a modern structure on their very excellent property which they have recently purchased on South main street. I have mentioned these few notably fine buildings and locations that you may know our churches occupy the first place in the thought and enterprise of our city. I shall note, also, that the Baptist Church has an excellent hospital, well equipped and well managed. The Methodist Church has just completed a \$60,000 Girls' Co-operative Home, which is meeting a crying need in our city—the protection of the working girl and in some measure furnishing her a home life at a nominal price.

I speak conservatively when I say that seventy-five per cent of the business men of Houston are churchmen. This is especially true with reference to the leading business men and the growth of our city is toward what is best and highest in Christian character and moral manhood.

### Professional Men in Houston.

Houston has opportunities for the professional man. For every able lawyer there is a clientele, for every preacher a congregation, for every physician a practice waiting to be convinced of his power to heal. Houston is noted for the high standing of its lawyers, its doctors of divinity, medicine, surgery and dentistry. Our educators have attracted the attention of the entire world. Houston is a patron of music and art and its representatives in these lines are famous.

## True Rotarianism

By J. B. Westover

Director Rotary Club of Houston

Extracts from an address delivered before the San Antonio Rotary Club  
At the Rotary Anniversary Meeting, February 25, 1913



AM proud to say that I am a Rotarian right down deep in my heart. I believe in it! I believe it is one of the greatest moral forces in the business world today. It is very near to religion, in fact, I sometimes think it is greater in some respects—for many of us practice our religion only in our family—we practice it by proxy in the social world—and we don't do that well in our business.

I have oftentimes heard expressions of surprise that an organization such as this should have a minister as one of its members, but I think it is especially appropriate that we should have one. I think it reflects a great deal of credit upon the club to have a minister in its ranks—and I also think it reflects a great deal of credit upon a minister to belong to such an organization. I am glad to be able to say that religion is becoming broader. That the ministers are preaching less dogma—and more of human service. I am glad that we have ministers broad minded enough to take an interest in organizations of this kind—who put their religion on more of a business basis—and I am also glad, on the other hand, that business is accepting and applying some of the teachings of Christ. (Applause.) Rotarianism, ladies and gentlemen, is the father and promulgator of this new creed in business—the "Golden Rule."

There is an inestimable amount of good to be derived from membership in such an organization. First there is the acquaintance feature—especially the acquaintance with men in lines of business different from our own. This has a great broadening influence. A man with a limited acquaintance is liable to be narrow. He travels through life in one little narrow groove. His horizon is limited because he looks at everything from one

angle. But let him get out and mix with other people and he begins to look at things from their point of view. He broadens his vision and as he broadens his vision he becomes more broad and liberal in his ideas. When thrown in contact with such a large number of other wide-awake business men he begins to absorb some of their ideas and enthusiasm, he gathers inspiration and he becomes a better business man—better to himself, to the firm with which he is associated and to the community in which he lives.

Then there is a wonderful educational value to Rotary, especially where the technical talks are a part of each meeting, as I understand they are here. In England they have what they call the "Inns of Court." Unlike in this country where we send our sons to college to study law they send theirs to the Inns of Court. Now an Inn of Court is nothing more or less than a great assembly hall where students and barristers meet at regular intervals and discuss law. I use this as an illustration because it shows the possibilities of the Rotary club from an educational standpoint. At the end of a very short time—a year, I believe it is—any student who has attended every one of these sessions is admitted to the bar. It is believed, in fact it is proven, that if a person will attend all these sessions and take part in the discussions, that he will have learned enough about the law to practice it.

Yes, there are many advantages to be gained from Rotary. I am glad to note however, that you men had the moral courage to eliminate that selfish motive, which oftentimes has been read into the organization by those whose greed for gain outweighed their nobler impulses. I noted in reading the article by your

president, in the splendid San Antonio number of *The Rotarian* magazine—that your statistician was fired and the office abolished. That is as it should be.

Rotarianism and money should never be associated; nor even spoken of in the same breath. Rotary affiliation is not something for sale or barter—nor is it of sale or barter. It is nothing so superficial or selfish. The true spirit of Rotarianism, as I see it, is something bigger, broader, and higher; something above the baser things which mere money can buy; something too fine, too nearly God-like to be considered in a monetary sense.

Men who look to their Rotary affiliation in the light of something mercenary overlook the purer, sweeter side of their affiliation. True Rotarianism is not the rule of gold but the Golden Rule.

Rotarianism is the association and acquaintanceship of manly men—men who place spiritual service to their fellow man above material service. Men whose minds are broad and liberal and who stand ready and willing to help others because of the human kindness which is a part of their spiritual make-up.

Rotarianism stands for friendship, loyalty, charity, kindness, courtesy, fraternity, harmony, enthusiasm, helpfulness, co-operation, reciprocity, mutuality.

It is the first practical application, in the business world, of the Brotherhood of Man. It is that undercurrent in human affairs which will ultimately make this world finer and sweeter and a better place in which to live. It is the overflowing of self upon others; putting others in place of self; treating them as we would like to be treated; making others happy by a kind thought, word or deed.

There is nothing in the world like the satisfaction of a disposition made happy through bestowing of kindness upon others. To enjoy happiness you must give it away. The more you give it away the more it increases. The luxuries which wealth can buy—the great rewards of ambition, the rich enjoyment of music, art or drama—are nothing to the pure and heavenly happiness where self is drowned in the service of others.

The sky is never so blue, the birds never sing so gaily, the sun never shines so brightly, the heart is never so happy as when we are filled with that true spirit of Rotarianism—"Do unto others as you would that they should do unto you."

### HOUSTON CLUB HOUSES.



COUNTRY CLUB AND GOLF LINKS.  
INTERIOR SCENE AT HOUSTON CLUB  
CORDIA CLUB—THALIAN CLUB.

## Houston, "The Magnolia City"—Its Weather

By W. R. Greenwood

WHERE autumn and winter are continually reminding one of spring and summer, Houston, lying only fifty miles from the sea and having no mountains or hills to obstruct the delightful gulf breezes, has a climate that is indeed hard to excel. The cooling breezes from the Gulf of Mexico blow throughout the summer months, keeping the temperature far below that of points farther inland.

The thermometer does not rise so high in the summer, neither does it drop so low in the winter as it does farther north. After our warmest summer days one may enjoy as cool and delightful an evening as at a sea-side resort. And on Christmas day he can walk into his garden and gather

a handful of fragrant roses for his dining table.

In this delightful climate is where the great magnolia tree flourishes best, yielding a bountiful crop of matchless blossoms each summer.

Here is where you see the shade trees remain green throughout the winter months and even the grass refuses to hide itself completely, numerous small patches of it being easily seen growing even in January and in February our spring begins, so that it never becomes extinct.

If anyone is seeking a delightful admixture of spring, summer and autumn let him come to Houston and convince himself of the facts.



MUNICIPAL AUDITORIUM OF HOUSTON.

### All Texas

is anxiously awaiting the pleasure of entertaining the 1914 Convention of Rotary Clubs of the World and she extends through her eight Rotary Cities a hearty and gladsome invitation to **each and every one** of you to be with us in 1914.

We have a big state—we are proud of it—but not more so than we would be of having the honor of entertaining the delegates and visitors of the International Rotary Clubs.

Though we may not be quite as big as the world, we cover some bit of its area—over 365,000 square miles. And we want to show you just as much of it as we can.

Come to Texas in 1914.

## *Rotary for "Live Wires"*

Typifying progressiveness, service, hustle and high-power efficiency. It is but meet that

### *Live, hustling, hospitable, progressive Texas*

should desire and herewith extend a formal, but warm, "God-bless-you" invitation to the International Association to meet with the Rotary Clubs of a "United Texas" in convention at Houston in 1914.

THE ROTARY CLUB OF DALLAS  
LEWIN PLUNKETT, President

THE ROTARY CLUB OF SAN ANTONIO  
HERBERT J. HAYES, President

THE ROTARY CLUB OF FORT WORTH  
J. E. MITCHELL, President

THE ROTARY CLUB OF GALVESTON  
GEO. N. COBLEY, President

THE ROTARY CLUB OF BEAUMONT  
E. J. EMERSON, President

THE ROTARY CLUB OF WACO  
G. E. McGHEE, President

THE ROTARY CLUB OF AUSTIN  
ROY L. RATHER, President

THE ROTARY CLUB OF HOUSTON  
ROBT. H. CORNELL, President

In connection with the convention a **state tour**, with entertainment by the Rotary Cities of Texas will make the trip in 1914 as interesting as it is pleasurable. Ask members of the Associated Advertising Clubs of America who toured Texas in 1912.

## Houston Rotarians' First Picnic

By Herbert C. May

Secretary Rotary Club of Houston



HAVE you had a picnic? It's the greatest stunt yet. So it proved with us. Of all the functions put on by the Houston Club, the old time basket picnic and field day given by the club on San Jacinto day, April 21st, led them all in real enjoyment and in bringing out the brotherly spirit.

San Jacinto day in Texas is celebrated in commemoration of the defeat of Santa Ana by General Sam Houston, which marked the downfall of Mexican despotism and the birth of the Republic of Texas. This battle ground is situated only a few miles from Houston and is one of the points of interest we will show you when you come to the 1914 convention. All loyal Texans therefore hold that day in reverence. So on what better day could we have held our first picnic?

We left the Grand Central depot at 12:10 noon with four coaches crowded with Rotarians and their ladies. Many of the women had never met before, but under the spell of Rotarianism exuding from the men contingent all soon resolved themselves into one great family.

The picnic was held at the Seabrook Hunting and Fishing club at Seabrook, on Galveston Bay and Clear Creek—an hour's ride from Houston.

Arriving at Seabrook, tables were spread in the spacious dining hall of the club house and we partook of the delightful lunch prepared by our wives



and sweethearts. Following lunch came the field day exercises in which both the men and the women took equal part. There were the fat men's and the lean men's races, "plump" and "slender" women's races, potato race, tug of war between the fats and lean and between the Rotariettes.

Of great interest was the baseball game between the "fats" and "leans." It ended in a score of 6 to 4 in favor of the lean. The game was called (to the relief of many) at the end of the fifth. The "fats" censured their captain for failure to notify them that the game would be called in the fifth, claiming they were saving their wind for the last.

In the evening, the club house caterer served one of their famous sea food dinners.

After this was the informal hop which was, if possible, even more enjoyed. Every couple present took part, except probably one, who for various and sundry reasons were not quite so much interested in the angry mob as in themselves.\*

At 11:30 we were back in Houston after having spent one of the most—no, not one, but the most enjoyable day of our lives.



\*(The couple referred to above were the Secretary himself and fiancée. The trip to Buffalo will be their honeymoon and first week of wedded bliss—Rotarians, watch for them.)

## That Watermelon "Stunt" at Buffalo

By Will H. Hogue

Chairman Watermelon Committee

THE Rotary Club of Houston expects to "have a party" at Buffalo in August during the Convention, and "you all" are invited to "rotate" around.

The party is for the purpose of meeting you other fellows, and, remembering the old adage that "the way to a man's heart is through his alimentary canal," we hope to win your support.

Of course, everyone knows what the ordinary, or garden variety of watermelon is but not all have had the pleasure of a close acquaintance with the kind of melons we raise in south Texas and, adopting the Missouri platform, we are going to "show you." We expect to go up on a special train, and "in the baggage car ahead" especially provided for the purpose we will carry with us a carload of the most delicious Texas melons ever grown. These melons will be cooled and served to

our Rotarian guests one night during the convention.

These melons are now being grown especially for our club in a unique contest among the growers. Our members offer a number of valuable prizes for the largest melons, the sweetest, the reddest, the heaviest, etc. The melons submitted by the contestants are all to be marked with the grower's name and address, and to be delivered to us before starting for Buffalo. All melons submitted will become the property of the Rotary Club of Houston, and will be taken to Buffalo where the International Directors will act as judges and after prizes are awarded, the melons will be served our guests.

This party, like many others, has developed a number of unforeseen phases. Incidentally our members who hung up prizes are getting considerable advertising, and the contest will also give the Texas melon growers considerable publicity, and bring them prominently before the liveliest organization of business men in the world today. It will show those who are not familiar with our splendid country down here one of the many things we successfully raise and profitably market.

We already have sufficient replies from growers to assure us several cars of melons, with inquiries coming in every day. Everyone is taking great interest in the contest, and I know "you all" Rotarians will vote us to be public benefactors, once you taste a real melon grown in Texas.

### "The Chicago of the South."

All Texas admires the progressive spirit of Houston and the team work of its people. I have found it a spirit infused by the Rotarians. The Captain of the team is President Cornell ("Fighting Bob"). His attitude is, "Come on, boys" and the "Georges" and the "Johns," the "Fats" and the "Leans," all COME and contribute to the building of a greater Houston. It is as natural for these Rotarians to co-operate as it is for birds to fly, or flowers to bloom. They believe that "he profits most who serves best" and practice their belief.—C. E. H.

## T. F. DENMAN & CO.

Stocks, Bonds, Investments  
UNION NATIONAL BANK BUILDING  
HOUSTON, TEXAS

[Members Rotary Club of Houston]

### Investment vs. Speculation.

Gold mining in Nevada County, California, is a clean legitimate business proposition of large possibilities.

Gold production this County over \$275,000,000, since 1850 largest in the United States.

We are sole agents for the OSCEOLA-OLYMPUS CONSOLIDATED MINES COMPANY, Grass Valley, Nevada County.

Property 440 acres—23 claims—surrounded by large producing mines. Our ore at 50 foot level milling \$15 gold per ton.

Stock at par, \$1.00 per share—non assessable.

Fullest investigation invited—write us.

## "Treasure Island," Galveston, Texas

By T. E. Gaffney

of Galveston Rotary Club

RANKING as the second largest port of the United States in volume of business, Galveston with a population of just above 44,000 ranks as the "biggest town of its size" in this country and it is the leading cotton handling port of the world. With the record of export business for 1912 standing at \$218,000,000 and not counting the ever increasing volume of import and coastwise commerce and considering that since September first last over 3,600,000 bales of cotton have been handled the importance of the city as a factor in commerce is readily seen. That the facilities for handling this commerce, railroads, terminals, warehouses, wharves and harbor are ample is evidenced by the fact that such high records are easily made.

Also Galveston is making rapid strides as one of the leading all year round resorts of the South. Already it is the most popular summer resort in the South or Southwest and entertains hundreds of thousands of visitors from May to October who come primarily for the surf bathing and for the other attractions that are

afforded. Among the other attractions is fishing for many varieties of the game fish of the sea, including the king of them all, the tarpon. The magnificent boulevard surmounting the seawall, combined with the fine streets of the city, the county's good roads system and the beach stretching 30 miles down the island afford ideal conditions for the automobileists. Devotees of yachting and the motor boat find Galveston Bay just to their liking. Galveston as a resort is becoming steadily more popular and is prepared to care for visitors at any time of the year.

Our people are intensely loyal to Galveston and are always on the alert for anything that will benefit the city. They welcome the newcomer or the new enterprise with enthusiasm and keep their own affairs hustling.

Among the more recent activities of importance is the organization of the Galveston Rotary Club with a membership of live and enthusiastic business men of the town. The club is in a flourishing condition and doing good work. It meets every Thursday at 12:30, Gomez Hotel.

## Beaumont (Tex.) A City of 30,000 People

Rotarian Larkin Secretary of the Beaumont Chamber of Commerce has compiled statistics which show that Beaumont has 30,000 people. The federal census gives the city a population of 20,640, but the city limits are far inside the residential and industrial districts. Beaumont is one of the largest distributing centers in the southwest. Two grocery jobbing houses each do a business exceeding \$1,000,000 a year. Nearly 2,000 cars of mill stuffs were handled last year by the grain jobbers. The principal industries of Beaumont are the lumber mills and woodworking factories, of which there are seventeen, employing 5,000 men; the three rice mills, employing 400 men; the oil refineries, employing 300 men; iron

works and smaller factories. The total annual payroll of Beaumont's industries is \$4,000,000, and the value of the output of her factories is \$11,312,500.

Oil was discovered in the Beaumont district in 1901. The producing area is confined to less than a section of land southeast of the city, where more than \$50,000,000 is invested. Pipe lines converge here from the Oklahoma, Caddo, Sour Lake, Humble, Saratoga and Vinton fields. Four railroad systems enter Beaumont. Flowing past the doors of this growing metropolis is the Neches River, the largest navigable stream wholly within the state of Texas, and claimed the second American river in depth. Beaumont's Rotary Club is flourishing.

## What the Houston Club is Doing

By Harry Van Demark, Associate Editor



Four members of the local club attended San Antonio's state meeting during "Fiesta Week" and were speakers at the Rotarian luncheon.

At least thirty Houston Rotarians and wives will be present at the Buffalo Convention. Many unique stunts are planned and it is probable that a special train with delegations from the eight Rotary cities of Texas will be made up at Dallas.

Recent technical talks delivered by members at club luncheons included, "The Commercial Telegraph," by Brother Lacey, of the Mackey Company; "Optical Business," by Brother Chamberlin; "The Automobile Industry," by Brother Hawkins; "The Business of Flowers" by Rotarian Kerr; and "The Moving Picture Business" by Brother Wicks. The club is to participate in a "Seeing Houston Industrially" stunt this month. Unique plans for an all day's jaunt to railroad terminals, factories and warehouses have been arranged.

Twenty-three Rotary firms of the city were represented on the recent East Texas Trade Trip, an annual feature of Houston jobbers and manufacturers. At the regular hour on the Friday meeting day, a "rump" meeting by the Rotarian "boosters" aboard the train was held and the regular club meeting in Houston wired of such intention. This action caused much merriment the following week and the twenty-three members holding a secondary meeting were fined (?) for their progressiveness.

A Rotarian Bathing Party at the Galveston Beach, with two chartered interurban cars, has been planned for an early date in May.

On San Jacinto Day, Monday, April 21st, the club gave their first picnic at Seabrook on the bayshore, where a rousing time proved to be on tap for all hands. Something like 200 persons participated in the outing, and the fun rotated from about noon until the picnickers returned to Houston at 11:30 p. m.

Besides the baseball game there were other athletic and near-athletic events, in which even the ladies participated. There was a potato race that presented many interesting features.

One of the potatoes got away and won the race unaided by human hands, but this only created merriment and made no difference in the awarding of the prize.

Mayor-Elect Campbell was recently made an honorary member of our club; Rotarians Stude and Culmore were appointed members of the Board of Auditorium Trustees; and Ben Davidson, prominent Rotarian business man and a former sheriff, was appointed Chief of Police of Houston on May 1st.

An unusually large attendance was in evidence at the Friday noon luncheon May 2nd, it being the birthday of "Prexy" "Bob" Cornell. That he felt honored goes without saying.

Rotarian A. E. Kiesling recently attended the meeting of Texas "Rexall" Druggists, and took occasion to instill in his brother members a few principles of Rotarianism.

Chairman Tom Andrews of the extension committee is reported as being jealous, fearing that a club will now be established in Sherman, Denison, Temple, and Gainesville before he can reach those points.

The recent picnic was such an enjoyable affair that a barbecue and field day has already been planned for July 4th.

The formal opening of the new Rice Hotel, the finest hostelry in the entire south, is in charge of the Rotary club. Texas' finest orators will participate on this occasion, May 16. Rotarians from Galveston and Beaumont will be "honor guests" and delegations from Dallas, San Antonio and other cities will be present. The floor managers for the Rice Hotel banquet are "native sons." A feature of the decorations is a revolving Rotary wheel, ten feet in diameter and made of flowers with concealed electric bulbs. Four hundred plates have been reserved for this, the Rotary club's biggest function.

Much interest has been displayed locally in the Houston number of *The Rotarian*, and copies are being eagerly awaited by members of the organization and business men generally of Houston and the State.

## EDITORIALS.

(Continued from Page 16.)

the idea for three years, and it is considered by them to be one of the most important features of their national convention. It enables each individual member, no matter what line of business he may be engaged in, to confer with from fifty to seventy-five other men engaged in the same line of business in other towns. It enables him to impart to them such information as he has found to be valuable in his own business, and to receive like information from them.

Every man knows who has had experience in these matters that if he comes to the convention and acts the human sponge, he accomplishes very little, whereas if he comes with the true Rotarian spirit, prepared to give as well as receive, he leaves the convention thoroughly satisfied that he has been amply repaid for the time and effort that he has devoted to it.

The committee urges that every man who is appointed chairman of the sectional meetings to immediately take up the work of organizing his section, and that plenty of time be allowed on the program of the session for the exchange of experiences, as it is from this that the greatest good will come.

O. R. McDonald.

## THE OLD GUARD—“FALL IN!”

Those who attended the Duluth convention know what “The Old Guard” means to Rotary. Others shall learn.

“The Old Guard” consists of those who were at any one or more of the first three Rotary conventions.

We have all of us attended quite a few conventions of different kinds, varieties and degrees of color in our time but no one who has not attended a Rotary convention can realize what such a gathering means. I do not know of another association that would attempt to have an Old Guard before it is four years old.

There is something about Rotary and something about the meeting of these good fellows at conventions, the friendships which we make and the new progressive dollars-and-cents ideas we obtain (ideas which can be applied to everyday's business all through the year after we get home) which makes a man feel differently toward Rotary conventions than toward any other.

Knowing how you are feeling, right now while you are reading this, with the leaves coming out, perhaps with the spring rain spattering on the window sill, some golf clubs needing attention and other little things like that—right now, we will make the first call for “The Old Guard.”

If you have attended any of the other conventions you are a member of “The Old Guard.” If you have never as yet attended a Rotary convention, alas, dear brother, the time has past. You can never become one of this sacred number. You may look on and envy; you may wonder at the good fellowship which these men seem to understand a little more completely than all others; you may organize a crack company of your own, if you wish; but you can never join “The Old Guard.”

For you it is not the privilege to remember those spirited days in Chicago in 1910 full of parliamentary law and constitution building when Skeel in his calm judicial tones untangled the difficulties and Perry pounded the gavel and rendered parliamentary rulings every few minutes.

Back in your head among the fondest memories of your life, is no thought of the trip up the Columbia river in 1911 when the boys took off their coats and came into a little cabin that would not hold half of the number and attempted to revolutionize the world all over again.

You cannot remember those days in Duluth with the friendly rain streaking the window sills where crowds of good fellows gathered and through the smoke talk-

ing it all over once more, declaring that business is not all competition and learning the new doctrine of "the scientizing of friendship."

You may have heard about these things from the fortunate fellows when they returned from crossing the American Alps and bombarding the iron bound fortress at the head of the great unsalted sea, but it is only hearsay with you. It is not a **feeling** like it is with "The Old Guard."

Now there is to be another meeting—a reunion—yes, a battle (for there are new questions to be fought out and won the next time we meet). It is to be held this time beside the roar of the mighty Niagara, another battle on the Great Lakes.

And all I want to ask is, when our "little corporal," Harris, calls the first formal meeting of "The Old Guard" at Buffalo, are we going to find you with us or must we put you down as "missing" and close up the ranks?

The rules of "The Old Guard" are very severe. "The Old Guard" must be and is conducted under the most strict military discipline. There really are no officers. Each man is a general. The only difference is the difference in degree.

The **first degree** men are those who have attended but one of the first three conventions. The **second degree** men are those who have attended two of the first three conventions. And the famous **third degree** men are those fortunate individuals who attended each and all of the first three famous conventions.

But there is another degree which is the greatest honor of all. This is the **"medal of honor."** This will be given only to those members of "The Old Guard," of any degree, who have not missed a single convention beginning with the Buffalo convention up to the time when every commanding voice shall have been silenced and "The Old Guard" shall lay down its arms for the last time and thereafter report at meetings of the International Association of Rotary Clubs only as a sacred memory. Let a member of "The Old Guard" miss any convention hereafter and he loses his medal of honor. At Buffalo the medal of honor roll will be made up.

All of this may sound somewhat silly and trivial to you if you are not a member of "The Old Guard." But I am talking to "The Old Guard."

Here is a suggestion. It may apply to "The Old Guard" as well as to the new. One of the greatest advantages of conventions, as we all know, is meeting those men we have heard of before—those men whose names have been mentioned through the year in **The Rotarian**, who have given us some idea to help us in our business—and becoming personal friends with them. But as every one knows a convention is a very, very busy place. We never do quite all the things we intend to do.

Of course, we all meet together in convention halls but these convention meetings are not the fondest recollection of "The Old Guard." Suppose each one of us sit down right now when we think of it and make a list of the men we really want to meet, and see to it that we meet these men and have a good personal talk with them when we do see them at the convention. Perhaps we might carry this even further and write a few personal letters. Even if we do not happen to know everyone of these men personally at the present time, membership in any Rotary club is a sufficient introduction. Write to these men now, that you are coming to the Buffalo convention and hope that you may have an opportunity to have a little chat with them.

Of course, "The Old Guard" will have meetings. We don't know how many. Some of them in the past have extended far into the morning. It is the duty of each member to see to it that he meets the men he wants to meet and that he really seals those friendships which will be of definite value to him in after years.

So this then is the first bugle call for the meeting of "The Old Guard" in Buffalo.

As you hold the honor of your ideals let there not be one man "missing."

By Mac Martin,  
Secretary of "The Old Guard."

Paul P. Harris,  
President of "The Old Guard."

## The High Privilege of Rotary

By Herbert W. Stalker

Secretary of the Toledo Rotary Club

**I**N CELEBRATING the founding of the Rotary movement, I think you will agree that it is eminently fitting that we not only rejoice together and talk of the pleasures and benefits which it has afforded us, but that we also consider our *personal duty and obligation* toward it—the maintenance of its high standing, and the propagation of the ideals for which it stands.

In my judgment, Rotary is the *highest club privilege which a business man may have*. I know of no organization with loftier aims and principles, nor one which more consistently, cheerfully and nobly carries them out. Do you?

But the very greatness of Rotary increases our responsibility to it. The more powerful and far-reaching the effects of the doctrine it advocates and practices, the more beholden are we, who are enlisted under its banner, to uphold the things for which it stands.

The Toledo club, of which I have the honor to be a member, is less than a year old, and yet our membership of eighty has already gotten well past the point of regarding Rotary as a mere vehicle for the more pleasant and profitable interchange of business, and is building upon the solid rock of service. The members in the main, are not so much concerned about the business they may be able to get, as they are in cultivating their fellow members, and aiding them in every possible way.

And what is true of so young a club as Toledo, must certainly be true of this club, which is much older, and of the many other older clubs which go to make up our fast increasing Rotary army.

And so, for a few minutes, I want to talk to you about the service part of the Rotary idea, because I think it is the biggest thing in Rotary, as well as the biggest thing in commercial life. Let me say now, that while the kind of service we are talking about is an ideal, it is also a most *practical business proposition*, and I want, if possible, to have you feel that you can apply my remarks practically to

your every-day business life, because you are all business men. With you, I realize, that however pleasant and attractive ideals may be, it is pretty hard to put them into practice unless they be as practical as they are ideal.

I have said that service is the greatest thing in commercial life. Never truer word was spoken than when Sheldon said: "He profits most who serves best." And that means *more* than profits counted in dollars and cents. It means *happiness and peace*, as well. And so, when I tell you, gentlemen, that we should all do much more for Rotary than we are doing, I am suggesting nothing impractical to even the busiest man in this presence, because, as I am sure you all agree, to the extent that we unselfishly serve, to that extent we must certainly profit. We always reap what we sow. Some of you may say, "Yes, we profit perhaps, in friends gained, in the adding to our reputation as being an altruist, but that doesn't help us meet our pay rolls." I am not so sure, that in the end, it does not bring financial return. But, for the sake of argument, suppose we say that by this service you do sacrifice financial gain. Is so very much lost, after all? Right here I want to make my point—that Rotary is the highest club privilege I know,—for this very reason—that it *does* develop a man's altruistic side and that it *does* suppress, to a degree, his financial instincts. And yet, the most devoted application to Rotary's cause could hardly wash away too much of the dust of the commercialism with which this 20th century is afflicted, and with which we must come in contact insofar as our business demands.

In the light of the foregoing, I would almost go as far as to say that not one of us should let *anything*, save of the gravest import, keep us away from the regular weekly and monthly meetings. If our bodies are sick, we seek a doctor, no matter what engagements we have. If we are mentally exhausted we take a vacation, no matter what is on tap; and

when we have held ourselves all week against the grindstone of hard, cold business, we should hail with joy the privilege and opportunity of being soothed and smoothed and sweetened and uplifted by contact with our fellow Rotarians. Once a week is not too often to stop for a brief hour or so to renew our faith and soften our hearts.

As I view it, the more strenuous the strife for business supremacy, nay, our very business existence itself, becomes,—the more need have all of us for the refuge—the haven—the renewer of our faith in God and mankind, which is in our own

beloved Rotary fellowship. I say again: Rotary is a great privilege—a wonderful source of uplift. We cannot absorb too much of its spirit—we cannot practice its principles too steadfastly. But we *can*, all of us, do more to spread and widen its influence. We can all think *less* of self and *more* of each other. We can all absorb more of its inspiration.

And when we have done this, we will find that our love for *all* humanity will have grown—our loyalty to city, state and nation will have *increased*, and we will all be a *little sweeter, a little better* and a little bit nearer God and heaven.

## Quaint Signs Over Old English Inns

**J**INGLES and quaint sayings adorn the exterior and interior of the famous old taverns in which England abounds. Persons who know their Dickens contemplate many of the rhymes with a feeling akin to reverence, for sight of the old signboards recalls many a pleasant hour spent in taverns of this type with England's great author, whose wonderful brain children passed a great deal of their time in "public houses."

Many of the best known inns in England have crumbled to dust, but there are still scores of picturesque old hosteries scattered about the country. A few well known chop houses in America have borrowed the idea, but the custom will always be associated with England. In nearly every instance the rhymes tell a story, says London Tid-Bits. This rhyme is seen frequently:

*"This gate hangs high  
And hinders none;  
Refresh and pay  
And travel on."*

The men who penned the lines that adorn the signboard outside an inn in Gloucester was bent on getting the money coming and going. One side of the sign reads:

*"Before the hill you do go up  
Step in and have a cheery cup."*

The other side of the board bears this inscription:

*"You're down the hill, all danger's past;  
Come in and have a friendly glass."*

On the Chequers Inn, Yorkshire, there is a sign which makes it plain that the original proprietor was bound to lose nothing by his welcome. The sign reads:

*"Be not in haste,  
Step in and taste  
Ale to-morrow for nothing."*

Here's the advice over the door of another inn: "Drink moderately, pay honorably, be good company, part friendly, go home quietly. Let these lines be no man's sorrow; pay today and trust tomorrow."

"We three loggerheads be!" is the inscription on the door of an inn in Red Cross street, Leicester. As the sign pictures two foolish looking individuals, strangers keep trying to figure out the third one referred to until it dawns on them that they are included in the total. This sign affords no end of merriment to tourists.

In many cases the muse has been invoked to warn those persons who are in the habit of asking for credit. Some such rhymes are:

*"Pay to-day and trust to-morrow,  
You never know what man to trust;  
Take my advice, don't ask or borrow,  
Since man to man is so unjust."*

*"My beer is good, my measure just;  
Excuse me, friends, I cannot trust."*

*"Free to call, free to think;  
Free to talk, free to drink;  
Free to pay, free to stay."*

## Publicity, How to Get It

By J. C. Burton

SOON after the printing press was invented, an ink-stained "devil" in the shop of Johann Gutenberg naïvely remarked when an irate subscriber for the Mayence (Holland) Gazette registered a kick and shook the plate glass in the door of the editorial sanctum on his frenzied exit:

"Gee, a guy spends half his life tryin' to bust into print! De rest of de time he's workin' to keep his name out of de newspapers."

A keen student of human nature, that ignorant "devil" who pulled proof and cleaned type for the Dutch inventor. For over five hundred years that chance remark of his has been accepted as gospel by editor and reporter in village, town and metropolis. He spoke for future generations.

Craving the reader's pardon, we will add another anecdote, not quite so antique, to our premise before dealing in generalities:

When a certain J. H. Lewis, then a young attorney fresh from the University of Virginia, shed with his fiery frond a resplendent ray over the Northwest, he paid his respects to the editor of a Seattle newspaper before dusting off his Blackstone or politely receiving his first client, announced with great gusto that he was about to furnish the citizens with legal advice and requested a notice to that effect.

Astounded at the nerve of his visitor, the editor dipped his pen in a bottle of vitriolic ink and wrote a paragraph which read something like this:

"A young upstart from Virginia, by the name of J. Hamilton Lewis, has requested us to announce that he has opened a law office in this city. He is the most egotistical person whom we have ever had the displeasure of meeting."

When this notice was printed, did J. Hamilton Lewis sue the editor for libel? He did not. He had secured what he wanted, publicity; that slighting paragraph changed him from an unknown to a public character. People visited his office out of curiosity. He was pointed out on the street. He became famous in

a day through the medium of printer's ink. No doubt he would have prepared a far different announcement had he been allowed to write it himself, but that is neither here nor there. J. Hamilton Lewis is today the United States Senator from Illinois. The newspapers are entitled to much of the credit for his success, not only as a politician, but as a criminal lawyer. The eccentric "J. Ham," the Beau Brummel of his profession, the man with the pink whiskers and crimson pompadour, has always been "good copy."



To paraphrase a popular song, "Ev'rybody's Doing It. Doing what? Seeking publicity." Everybody wants it but

fifty per cent of the people don't know how to get it.

Great is publicity! Without it, the profits of the circus trust would shrink, owners of theaters close the doors of their playhouses, the automobile industry would still be in its infancy and ambitious parvenus would still be knocking at the portals of the exclusive "Four Hundred."

It isn't a Homeric task to break into print if you know how. Newspapers, spending small fortunes daily to obtain items of interest, won't spurn a story just because it is offered for nothing. An editor is only human, although you couldn't tell it after watching some of them perform during the rush hours.

Then why isn't my story accepted you ask. There are probably two reasons: first, it isn't news or, secondly, it is so poorly prepared that the editor hasn't time to revise it for you and make it readable.

Now what is news? News is something new; facts that will demand the attention of the reader either because they are original or because they are written in an original or interesting way. Let us consider some examples.

The cow that jumped over the moon received quite a lot of publicity when it performed that novel feat, but it is quite likely that the bovine leaper would not have received even an agate line had it been content merely to chew its cud in the pasture and give an average of two quarts of milk daily. But this particular cow was "good copy." It was not like other kine. It did something that no other bossy ever did before. It turned aviator and jumped over the moon. It made the city editors all over the world sit up and take notice.

To cite a less fanciful illustration; there is an automobile agent in Chicago that doesn't know what news is and consequently is always complaining of "the bum way the automobile editors treat him." This is a fair example of this modest dealer's gratis copy:

"Mrs. John Jones yesterday purchased a — electric of William Roe, the popular agent. He says that the — electric is the most popular car on the row selling for \$2,500."

Let us diagnose the ills of such a piece of copy. In the first place, nobody cares whether Mrs. John Jones buys a —

electric or not, for ninety-nine per cent of the newspaper readers don't know who Mrs. John Jones is. She has never led the grand march at the Charity Ball, smuggled \$500,000 worth of diamonds into this country to be arrested at the customs house, or figured in a divorce or breach of promise suit of any consequence. Now, had Mrs. Theodore Roosevelt bought the — electric or one of the Cherry Sisters signed the check for it, I have an idea the publicity would have received consideration. Neither does anybody give a continental whether William Roe is a popular agent or not. Thirdly, the dealer includes the price of his car in his story. The advertising solicitor asks him at least 50 cents an agate line for such advertising.

Copy of this kind always goes into the waste basket. It isn't news. It is bunk. Not that bunk doesn't get into the newspapers. It is printed by the columns but it is always clever bunk, usually written by a genius who is so skillful in preparing his copy that the editor either does not realize the story is a fake or pays a compliment to the writer's ability by publishing it.

Naturally the question now arises: If I have a piece of real news, how shall I save it from immediate burial in the waste basket?

There is only one way to write a story for a newspaper. Give the facts. Tell your story in the first sentence, unless submitting it to an English editor. Don't write a sustained "lead" and make the reader wade through three or four paragraphs before he finds out what you want to tell him. Write an interesting story, not a flowery one. Save the polysyllabic words in your vocabulary for magazine articles. Be natural in your writing, not bombastic. Hit the reader right between the eyes with the first word if you can.

Let us consider some examples of how to do it and how not to do it.

For the sake of illustration, we will suppose you are the secretary or chairman of the publicity committee of a Rotary club who wishes to get a story of the regular weekly meeting in the paper. Here is the way NOT to begin your article:

"The — Rotary Club held its regular weekly meeting and luncheon at the — Hotel yesterday. Fifty-four members were present. Mons. LaFayette, a noted

er cent of now who never led ity Ball, nonds in the cus- divorce or sequence Roosevelt e of the for it, I have re- oes any William Thirdly, is car in tor asks line for

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French artist, was the guest of honor and spoke as follows:".

Isn't that about as exciting as a moving picture show to a blind man?

But that story can be revised so that any city editor, no matter how exacting, will find space for it. Here's the remedy:

"Cubist art is not new. The ancient Egyptians were masters in this school. This was the astounding statement made by Mons. LaFayette, a noted French painter, who spoke to the members of the — Rotary Club at the regular weekly meeting of the organization yesterday at the — Hotel."

There's some punch to such a lead. The newspapers have been filled with articles on the freak paintings and you can't help but gain the attention of the city editor with such copy. He'll eat it up, to use the vernacular of the local room, and if the story isn't long enough, will call you up for more facts.

The secret of successful newspaper story writing is getting all the important facts in the first sentence or first paragraph. The city editor appreciates such a concentration of material. It is easy for him to cut the story if he finds it necessary.

Here are several DON'TS:

If your copy is typewritten, don't single space it. Leave room for the copyreader to make corrections. Even if your story is perfect, the copyreader will want to change it. It is the nature of the brute.

Don't try to write a head on your story. That is what newspaper publishers are paying copyreaders to do. They will be piqued if you cheat them out of an opportunity to puzzle out how to crowd twenty-six letters across a column that will permit only fifteen.

Get your story in early. Don't wait until the "dead line" when the local room is in a chaos. It is liable to be forgotten and abandoned when a big murder story breaks.

If you have a special Sunday article that you want printed in the feature section, don't ask the Sunday editor to take it Saturday afternoon if you want to see it in type the following day. Paradoxical as it may seem, the inside sections of a Sunday paper are printed on Thursday, sometimes Wednesday.

Don't attempt to bribe the editor into taking your copy. You'll only offend



him. He's making enough money to buy all the cigars that are good for him.

Just one other tip. Don't try to get publicity without effort. If a story is worth printing, it is worth working up. Create news. Do something original that will command the reader's attention when published. Plan unique stunts for your meetings, stunts that will make one particular meeting different from all others.

If you feel you have not been getting your share of free advertising, don't blame the newspapers. Have a heart-to-heart talk with yourself and see if you are not at fault. Use your brain more and your pull with the publisher or editor less.

If you're determined to get into print, if you have news or create news and if you write your story as a newspaper story should be written, the meanest city editor that ever swore at an office boy can't keep you out.

## THE ROTARY ROUND-TABLE

FOR THE DISCUSSION OF MATTERS OF GENERAL INTEREST

### Name and Business Cards That Can Be Read Across the Room.

To the Editor:

That Denver name and business card which you have hanging in your office appears to me to be one of the best things that has been gotten up for a Rotary club. At the average club meeting we have no incentive to make ourselves known to a man other than that of good fellowship and then only as we and the other fellow happen to get near enough together.

I believe if we all wore signs like that Denver sign we would see some fellow clear across the room whose name or occupation as shown by this large card would arouse a suggestion in our minds that we wanted to see that man and talk with him, and we would go across the room and hunt him up—it might be a suggestion that we wanted to ask him about something in his line of business which we were contemplating purchasing—it might be a reminder that we had an order to place in his line—it might be a suggestion to us that there was a man who might become a customer for us. It might be merely that we recognized him as a prominent or distinguished individual and to meet him would be an honor and a pleasure. Such large cards are what we need to promote acquaintance.

I hope that you will advocate the adoption of these extra large name and business signs in all clubs.

Chicago, May 20, 1913.

Sincerely yours,  
E. J. Filiatrault,  
Duluth Rotary Club.

### If Such Is the Case—May There Be More of Him.

To the Editor:

Rochester, May 8, 1913.

After reading "The Rotarian" for May, I would be very much behind the times if I did not subscribe, and therefore I enclose you herewith my check.

I do not know who was kind enough to send me this month's issue, but I wish to thank him, whoever he is.

I subscribe to a great many magazines, but take my hat off to yours. Beginning with the advertisements in the first part of the magazine, and clear through to the back cover, every bit is interesting reading and I would lose too much during the year to come if I failed to subscribe.

I am a member of the Rotary club in Rochester, N. Y., and should you ever attend any of the meetings here, you would know that I am not exaggerating one bit when I state that it represents the best there is in Rochester.

Yours very truly,  
S. G. Case.

### An Example of Good, Practical, Ethical Rotary Advertising.

FRANK B. RAE

Electrical and Mechanical Engineer

(Letter Addressed to Members of the Cleveland Rotary Club.)

Dear Sir:

Several members of the Rotary Club have said in personal conversation that if they had understood just what an electrical and mechanical engineer does for a living, they might easily have suggested opportunities to me. As there are probably a number of Rotarians in the same condition of mental bewilderment, I am writing this little letter of explanation.

(Then he recited some things he has done and can do.)

I tell you this to suggest the almost universal application for an engineer's knowledge and services and in order that you may say to the next friend who has any mechanical or electrical work that you know a Rotarian who can deliver the goods.

Very truly yours,

Frank B. Rae.

## Rotarianism, a Flower of the New Consciousness

By Stewart C. McFarland

Member of Pittsburgh Rotary Club

EVERWHERE golden shafts of a new light are heralding over the horizon of men's consciousness the coming of a new day. The old order with its ancient ethics has reached a point of inadequate returns. Everywhere in the minds and hearts of the men of thought and leading there is budding into blossom the flower of a larger life, a brighter vision and a deeper consciousness. Out of the mire and decay of centuries upon centuries of human experience there is growing a better understanding of the law of the survival of the fittest. We now recognize divinity working through this law and that we cannot pull down "the pillars of the temple" and ourselves escape destruction, that we cannot crush our fellows without ourselves being caught between the great millstones of reaction. As a race we are slowly discovering a great law of life and that law is the natural principle, that action and reaction are always equal, and in opposite directions. We see our relation to each other and to the whole in a universal sense and as a result are constantly pushing our circumference of interest far beyond our own little "vine and fig tree." We realize with Pope that

*"All are but parts of one stupendous whole  
Whose body nature is, and God the Soul."*

that all is one and one is all and that all are component parts of this great whole.

This new vision brings us into a larger consciousness and gives us a deeper comprehension of the laws of life. We begin to give those two mighty life principles, self-preservation and self-perpetuation, cosmic or divine interpretation and the whole gamut of our endeavor becomes innoculated with this new spirit.

Human nature has always been and always will be intensely selfish. In fact, it is our one redeeming feature and our only hope for the race of mankind. The rule of life may be reduced to it. Strictly speaking, there is no such thing as an unselfish act. The mother loves her babe selfishly. Men love their mothers sel-

fishly. What we are pleased to call an unselfish act is only a higher form of selfishness and for want of a better term we might call it divine selfishness, a selfishness that makes us solicitous for the welfare of all and the detriment of none. This cosmic or divine selfishness is the foundation of the new consciousness. This is the star in the East that has been shining through the centuries of ignorance, prejudice and superstition and seen only in its full glory by a few wise men in every age and at the present time but faintly perceived by the mass of humanity.

But there is a new day dawning. Beyond the battlements of our hedged-in selves there is already heard the distant rumbling of an approaching civilization that will put to blush our petty jealousies, prejudices and superstitions and will inspire us to live larger lives and to give nobler service. It will make us a divinely selfish people. We will become too selfish to hate because we will realize as we hate we are hated. We will become too selfish to steal because we will realize as we steal we rob ourselves. We will become too selfish to injure or defraud because we will realize as we injure or defraud we injure or defraud ourselves.

To state the result briefly, it will reduce all our activities to worthy endeavor, to real service, because we will have come to understand the law of action and reaction, that as we sow in action so shall we reap in reaction; that as we love we are loved; as we hate we are hated; as we give we get, and as we serve we are served. We will take nothing that is not ours by right of service rendered, and we will give to all the value of their service.

There may be those who think these sentiments too lofty for the age in which we live, as suggesting the millennium in business or as bordering on transcendentalism. If there are any such, I take issue with them. These sentiments are coming to be 20th century business. They are a glimpse of a new and larger consciousness, based on real service to humanity

that is slowly but surely crystallizing in the social and business affairs of men.

Gentlemen, from the deep rich soil of this new conception of life has sprung the flower of Rotarianism. It is the herald of a new commercial age, when men will have seen the error of their way and will pass out of the competitive to the co-operative and creative plane in business life, when they will see that when operating on the competitive plane they are moving out of harmony with CREATIVE ENERGY and therefore out of harmony with the Great Intelligence, the Creator of the universe, and that they are doomed to fail in the end. It is true that this system or modus operandi has produced its millionaires and multi-millionaires, but they, like the monster reptiles of prehistoric ages, are no doubt the blind or unconscious agents in evolution, playing a necessary part in preparing the race through gigantic organization for a better day in productive industry. But they too shall pass away. The same power that produced the monster reptiles produced them and the same power will sooner or later make them extinct.

There is a new aristocracy at hand. It will not be an aristocracy of wealth. It will be an aristocracy of character and efficiency—an aristocracy of service. It has been said in old times that what is one man's gain is another man's loss and to enrich yourself you must make others poor. To those of us who have entered into covenant with the new consciousness one man's gain, universally speaking, is every man's gain and one man's loss is every man's loss. We recognize that the basis of business is service and that to render true service to another, we must

give more in use value than the cash value we take from him. To illustrate, the manufacturer who manufactures and sells farming implements must give more in use value to the farmer who buys a plow than he receives in cash value. The farmer who markets his produce must give more in use value in his produce than he receives in cash value, the use value of the laborer's hire must be worth more to his employer than the cash value he receives from his employer and the retail merchant who sells to the laborer a pound of meat must give more in use value than he receives in cash value, and so on ad infinitum.

This is Rotarianism in its universal application. It is a sane, sound and sanguine premise on which to build our commercial life.

Rotary is the flower of the new consciousness, a blossom in the orchard of commercialism, portending the richness of the fruit that is to be. It is a herald, a voice in the wilderness of business preaching a Rotarianism of which ours is only a prototype.

Rotarianism as we know it today stands for OPPORTUNITY—opportunity to increase our sphere of service—opportunity to broaden our vision of men and affairs. In its development and promise it is only in its embryonic state. As the Great Wheel will gather momentum and the clubs begin to multiply and each spoke therein becomes substantially rooted in the hub or principles of true Rotarianism it will become an instrument fraught with big possibilities, an organization potential in its aspects, a credit to commercialism and a blessing to all those who come within the circle of its influence.

### *Isn't It a Pleasure to Meet a Rotarian of Another City?*

**O**F COURSE it is and it is a pleasure for the other fellow to meet you but how is he going to know that you are a Rotarian unless you wear the International Rotary button when you are traveling?

Beautifully done in 14 karat gold and blue enamel these buttons make a very attractive appearance. We will send them anywhere "on suspicion" as the Sage of East Aurora used to say. In other words, money back if you are not satisfied with the button when you get it. The price is \$1.50 postpaid.

You can get your button by return mail if you send your check to Headquarters, 812 Fort Dearborn Building, Chicago, or if you prefer you can order it through the Secretary of your club.

## Placing a High-Grade Man

By James O. Craig

President of Business Men's Clearing House and Member of Chicago Rotary Club

EVERY generation finds many great changes in the commercial world. You can recall the time when the real estate and brokerage business was unsteady. At one time we did not have jobbers and wholesalers; in other words, the middle men. But through the increase in population and keen competition business men have been obliged to find shortcuts. When a new business has been born, although the principle may be fine, the lack of experience in the handling of the detail often gets the business into bad repute. Just let your mind run back over the experiences of insurance companies, railroads, governments, and consider the way the large corporations are being hauled over the coals today to meet the demands of public opinion.

The employment business is not an exception to the rule. I have spent ten years in the business, making a specialty of placing high grade men, and have built up the largest business of its kind in the world, simply through organization of high grade, honest, aggressive men, who were practically adapted to brokerage work.

When I first started in this business most every large employer would say, "Well, there should be an institution of the kind you have in mind, where a big, high grade man may go in and file his application in confidence, and where an employer can find records of the best men in the country who are willing to make a change."

I have proven this fact without a doubt, because today our three offices handle between five and eight hundred people daily, and we are dealing with more than 10,000 of the strongest employers in the world, who appeal to us from all parts of the globe to find certain kinds of men.

I also have the applications and refer-



STRENUOUS IN BUSINESS, HE FARMS FOR RECREATION.

ences of 50,000 men classified according to the kind of work they want, the lines of business experienced in, and according to the salary they desire. When a large employer states he wants a \$3,000.00 office manager, we can place before his eyes brief records of fifty to a hundred men within two minutes' time. Each man's record is placed on a 4"x6" card closely typewritten, giving a brief summary of his experience, personality, etc., and this card refers to the applicant's application, made out in his own hand-writing, including references from his

past employers. Thousands of men every year are employed on their records alone, the interview being the smallest part of the transaction, as generally the personality of a \$3,000.00 man is in keeping with a position of this kind, or he could not have progressed that far in his present position.

In other words, we are the central point, —or the clearing house, the jobber, or the wholesaler. The idea is not only clever, but is practical and being worked out every day. Ninety per cent of our applicants are employed at the present time. A man files his application with us and we send for him only when the kind of position he desires comes in. We tell him about the opening; if it is what he wants we introduce him to the employer, and there is no charge unless he is absolutely placed. It may take us two years to place a high grade man to his satisfaction, but sometimes we do it in ten minutes.

This is the idea I am anxious to convey to Rotarians—with this choice and this method it is possible for you to increase the efficiency of practically every department in your business. Why use a man fifty per cent efficient when you can secure a man ninety to one hundred per cent efficient at the same price? Build



THE OLD UNPLEASANT WAY OF TRYING TO SECURE THE MAN WANTED.

up your organization with stronger men, just the same as a stock man keeps putting new blood into his herd, which keeps up the standard. The next time you want a good man, don't go to the trouble of advertising and inquiring among your friends. Call up your Rotary employment man, and let him find the man for whom you are looking.

In order to convey the employment idea, or the central idea, to you clearly, I have mentioned the way we handle the business ourselves. There were nearly a million people placed by the employment agencies in Chicago last year. We placed 12,000 people ourselves through our three offices, which does not include labor, which, of course, is the large bulk of the business.

I hope that this article will be the means of every Rotarian, who, by the way,

are practically all employers, realizing that it is possible to always find "the right man for the right place." As you know, a man's business is no better than his men; therefore the great question is to find the right man for the right place. The Rotary employment agency is the place to do it. The next time you are in need of a man, be a good Rotarian, call up your employment man, and tell him exactly what you want.

In conclusion I want to say I have been a member of the Chicago Rotary Club for about six years, and I do thousands of dollars worth of business with the members annually, and I do a great deal, if not all, my buying through the Rotarian members. We have a great club in Chicago, and every member seems to be a natural-born booster.



THE UP-TO-DATE METHOD OF HAVING THE ROTARIAN AGENCY SELECT A MAN AND SEND HIM TO YOU.

### What Is The Rotary Club?

The Rotary club is an association of business and professional men for luncheons, dinners and other get-together events whereby through acquaintance, fellowship and service each member makes himself a more efficient and successful man, a better citizen and a happier individual.

### Dayton Has Come Back.

Wonderful was the story Dayton had to tell us in the last issue of "The Rotarian" but greater, more joyful, more inspiring is the story she tells us in this number. Do not lay down this magazine without turning to pages 109-128 to find what The Gem City of the Middle West has to say to us now—and on the way pause a moment at pages 99-102 where Winnipeg also has a message for us.

JOSEPH T. KINSLEY, President & Gen'l Manager  
(Member Rotary Club)

W. H. YONKER, Secretary & Treasurer

# Pennsylvania Taximeter Cab Company

(INCORPORATED)

BELLEVUE-STRATFORD SERVICE  
TAXI-CABS AND PACKARD TOURING CARS

Best  
Equipment

Exclusive  
Service

Luxurious  
Appointments

Courteous  
and Careful  
Drivers



At Your Call  
Day or Night

Limousines and  
Landaulette  
Cars for  
Opera and  
Theatre  
Parties

Touring Cars  
for Sightseeing  
Trips

BELL Locust 28-73

TELEPHONES

KEYSTONE Race 9-69

## New Modern

# Bellevue-Stratford Garage

For the Storage and Care of Permanent and Transient Cars  
Also Sales Department Equipped with a Full Line of Accessories

1401-3-5-7 Locust Street - Philadelphia

Monthly Charge Accounts for the Convenience of Rotary Club Members

# STORIES—OLD AND NEW

CONTRIBUTED BY ASSOCIATE EDITORS AND OTHER ROTARIANS

## SOMEWHAT PARTICULAR

An Irishman and a Swede were arrested for horse stealing. They were taken out by a committee to be hanged. Standing on a bridge over the river the Swede was called forward first. The rope was tied around his neck and fastened to the bridge. After a solemn goodby to his comrade, Ole was pushed off. At the length of the fall, the rope broke, and Ole swam ashore. Pat watched with considerable interest and when the word came from the committee that he was next, Pat replied:

"You fellows will have to get a stronger rope than that for I can't swim a stroke."

(Contributed by Delbert A. Young, Tacoma.)



## HE KNEW HIS FRIENDS

A small boy who attends one of the grade schools was vaccinated recently, and after the arm had been dressed the attending physician suggested that he place a ribbon with the word "Vaccinated" around it.

At this the youngster spoke up. "Put it around the other arm," he said.

"But that won't do any good," protested the doctor. "It wants to be placed around the sore arm so the boys at school won't be hurting it."

The lad looked at him in disgust and replied: "You put it around the other arm. You don't know the kids at our school."

(Contributed by Frank L. Mulholland, Toledo.)



## AN ODD TELEGRAM

This telegram is said to have been sent by a "down-South" boss to one of his salesmen on the road:

"Best way to make a jackass take notice is to heave some kind of foolishness into his ears; yo' uns'll set up quick enough when I begin talkin' foolish, but if a man is giving out words o' wisdom an' trying to elevate yo' intellects, 'pears like you ain't got no ears."

It started something.

(Contributed by H. Walton Heegstra, Chicago.)



## A CLANDESTINE ROTARIAN

Mrs. Bennett had a colored maid who had been with her for some time. The girl left her and got married. A few months later she came to see Mrs. Bennett.

"Well, Mandy," asked the former mistress, "how are you getting along?"

"Oh, fine, ma'am, thank you," the bride answered.

"Is your husband a good provider?"

"Yes, 'deed he am, ma'am," said Mandy, enthusiastically. "Why, yes, dis las' week, ma'am, he got me six new places to wash at."

(Contributed by J. J. Wemple, Cleveland.)



## SEEING IS BELIEVING

A doctor came up to a patient in an insane asylum, slapped him on the back and said: "Well, old man, you're all right. You can run along and write your folks you'll be back home in two weeks as good as new." The patient went off gaily to write his letter. He had it finished and sealed, but when he was licking the stamp it slipped through his fingers, lighted on the back of a cockroach that was passing and stuck. The patient hadn't seen the cockroach and what he did see was his escaped stamp zigzagging aimlessly across the floor to the baseboard and dodging around looking for a hole. In depressed silence he tore up the letter he had just written and dropped the pieces on the floor. "Two weeks, rats," he said. "I won't be out of here in three years!"

(Contributed by S. S. Rosendorf, Richmond.)

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Funeral Directors. 232 Kennedy St. Main 822.

## More or Less Personal



Rotarian Henry M. Sanders of Boston has been presenting souvenir pocket knives to his fellow Rotarians in the Boston club, remembering also the International Secretary for which thanks are extended. Mr. Sanders is treasurer of the New England hardware dealers' association and had a striking exhibition of hardware specialties at the Boston Rotary Club exhibition last winter.

Rotarian T. H. Bridges of Oakland (Calif.) is the originator of the "call 'em by their first names" custom in the Rotary club of that city. He is particularly busy just now trying to translate the first name of a new member (a Greek with a mile-long name) so that he can introduce him to the rest of the members.

Rotarian Herbert J. Hayes, president at San Antonio has been presented with a daughter by Mrs. Hayes and with a directorship in the International Association by President Mead. The appointment of Director Hayes is to fill the vacancy caused by the resignation of Director Mettler.

"Grindings" is the title of the new weekly publication of the Rotary Club of San Francisco. The members are taking turns at editing it. When extra good talks are given before the club they are published in "Grindings."

Rotarian A. W. Glessner of Chicago holds the splendid record of having visited all seven of the Rotary clubs in Great Britain and Ireland including the new club just organized at Liverpool. Upon his return he brought with him a handsome Irish blackthorn cane with a silver band bearing an engraved inscription to show that it was a token of remembrance from Secretary Hugh Boyd of Belfast to Chesley R. Perry. At a luncheon of the Chicago club Mr. Glessner presented it to the recipient and it can now be seen wherever Perry is seen.

The Saint Louis Rotarians have also entered the publishing game. "The St. Louis Rotary Booster" is the name of their eight page monthly and Rotarian J. M. Tompsett is the editor along with Rotarians R. E. Withrow and C. L. Chittenden. All members of the club are entitled to advertise in it but each one is limited to the same amount of space.

Rotarians Frank L. Mulholland and Thomas DeVilbiss of Toledo will soon leave for a pleasure trip to the U. K. and the Continent. Mr. Mulholland who is a noted and eloquent speaker will address the Rotary clubs of the U. K. and he and Mr. DeVilbiss will see what they can do toward starting a club in Paris.

Five hundred and ninety-three men—more than ever sat at one banquet in Houston before—attended the Rotary club dinner at the

opening of the new Rice Hotel May 16th. The festivities lasted until after midnight and there were many speakers but the speaker of the evening, according to The Houston Chronicle, was Russell F. Greiner of Kansas City who paid an eloquent tribute to Paul P. Harris of Chicago in whose brain the idea of a Rotary club originated.

Detroit Rotarians, nearly fifty of 'em, journeyed down to Toledo recently and helped the Rotarians of that city pull off a corking good time. "Ed" Knight, former president of the Detroit club, said: "Any man who has been a Rotarian six months and isn't enthused over the idea and ready to roll up his sleeves and work had better resign. He's out of place."

"So shall ye boost here that ye shall be boosted into the hereafter" was the unique salutation with which members of the Los Angeles Rotary Club were bidden to an evening service at the Temple Baptist church. Dr. J. Whitcomb Brougher, the pastor, and Dr. James W. Kramer who preached the sermon on "Boosting" are known as the "prophets of Rotary."

International Vice President Robert H. Clark, president of the Boston Rotary Club, was the guest of honor at a recent banquet of the Cleveland Rotarians in the new Hotel Statler of "the sixth city." It was the first party of the Cleveland Club at which the women were present but it will not be the last.

The Rotary Clubs of Philadelphia and Camden united forces for an outing May 20th. They spent the afternoon at Washington Park on the Delaware river and their frolics got them a lot of newspaper publicity. Camden won the base-ball game 8 to 7. President John Dolph of the Washington (D. C.) Club and International Director "Gene" MacCan of New York were out of town guests. On the boat trip one of the city officials gave an address on improving the port illustrated by "moving pictures" of the river front.

President E. L. Skeel of Seattle has been again appointed chairman of the Association's committee on constitution and by-laws which will be one of the most active committees at the Buffalo Convention. Among the important matters to be handled by this committee is the proposed change in the basis of representation whereby each club may have a greater number of delegates.

Rotarian Roy R. Denny of the Portland (Ore.) Club has been designated as chairman of the Association's committee on resolutions for the Buffalo Convention. He is already on his way to the Convention and has arrived in Chicago where he will tarry for awhile to introduce Dennos food to the babies of the Middle West.

Three routes of travel eastward to the convention city have been proposed, one from Cleveland by boat direct to Buffalo down Lake Erie, another by special train from Chicago to Detroit thence by boat down the Detroit river and Lake Erie to Buffalo, third by rail from Duluth to St. Ignace thence by boat down Lake Huron to Detroit where the Chicago party may be joined.

Louisiana and Mississippi have a number of cities and towns which although limited in population would be good locations for Rotary clubs.

## WHAT THE CLUBS ARE DOING

News Letters from the various Rotary clubs are arranged alphabetically, but each month the club appearing first is rotated to the end of the section.

### HARTFORD (Conn.).

The Rotary Club of Hartford, under the direction of President Clarence M. Rusk, has shown a very healthy growth during the past year. The membership is constantly increasing and at the present time we have sixty members. The members of the club are all citizens of a very high type and the success of the club is due primarily to the untiring efforts of President Rusk.

Our meetings, which are held at the Hotel Garde every second Wednesday of each month, are made very interesting. At our November meeting we were addressed by Mr. E. S. Cowles, a prominent insurance man, on the subject of fire insurance, and Mr. Cowles' paper was listened to with great interest.

At the December meeting George S. Godard, State librarian, took the members through the State library right after dinner, and explained the many objects of historical interest which are kept there. Connecticut has a very beautiful State library, and it is generally conceded that we have the best State librarian.

At our January meeting we were entertained by Mr. Foster E. Harvey, a member of our enterprising firm of opticians, with a moving picture show. Mr. Harvey used one of the small moving picture machines designated for home use. This entertainment was enjoyed very much by the members.

At our February meeting, Mr. Charles B. Cook, General Manager of the Royal Typewriter Company, addressed the meeting on "The Boys of Hartford." Mr. Cook is very much interested in vocational training and discussed the matter of practical shop work in our schools in conjunction with the factories themselves.

At our March meeting Captain Charles H. Wickham delivered a very interesting lecture "The Land of the Midnight Sun." Captain Wickham has traveled extensively and the members enjoyed his talk very much.

At our April meeting we were entertained by Mr. Frank G. Macomber, editor of the Hartford Globe, with a talk on the public market question. This is a subject in which Hartford is very much interested at this time.

At our next meeting Mr. Charles B. Whittlesey, manager of the local branch of the United States Tire Company, will take the members of the club through the factory. It is planned to have the members start at four o'clock and go through the plant, immediately after which the club will be the guests of Mr. Whittlesey at the spacious dining room of the

W. H. Rourke, Sec'y.

### INDIANAPOLIS (Ind.).

The Rotary Club of Indianapolis numbered eighty-one at their luncheon, April 29, and in-

stead of one of our usual business talks by one of our members, the problem of getting better acquainted quickly was brought up for discussion. The fraternal committee, Rotarian McMurray, our genial tailor, presiding, evolved a plan in following which each member makes one call in each week on one other member, and in turn receives the same courtesy. A schedule has been prepared and when it has been followed to its end in 1915, each member will have visited all his brother Rotarians and in return have received each of them at his place of business.

"Get acquainted" has been the spirit of all the meetings so far and some, to make it easier, have had badges prepared to wear on the coat lapel, stating in strong and sometimes startling form, just what is their business. This will soon be replaced by a uniform shaped badge for each member but the display thereon will be left to the individual wearing it.

By unanimous vote the club has accepted as its official pin a design showing the famous Soldiers' and Sailors' monument of Indianapolis rising through the Rotary wheel which bears the inscription—**Rotary Club, Indianapolis**. It is to be made in solid gold and dark blue enamel.

Rotary luncheons are quite the thing in Indianapolis and the attendance has held up wonderfully well in spite of the trade conditions imposed by the late flood. New members are taking their seats each week. Rotarian R. P. Dodd, local manager of the American Express Company, and Dr. M. E. Clark, our osteopathic physician, opened their hearts to us and in the fullness of their talks gave us a clearer view of the mysteries and benefits of the express business and of Osteopathy at the last two luncheons.

The complete roster of the club, stating the name, business, side lines, address and telephone number of each member, has been recently issued and judging from testimony already received hardly an order has been placed by any Rotarian without first consulting this list. The more courageous have given instructions at home as to whose coffee, bread, butter, eggs and ice cream shall be served at the table and of whom Friend Wife shall, in the future, buy the children's shoes, and where their pennies shall accumulate interest.

Although it was impossible for the Indianapolis club to send a delegation of any size to assist Peoria in acquiring Rotarianism, we were determined to be represented. To this end our president, Lucien King, and our Secretary, Geo. B. Wray, were placed aboard the train, instructed to convey our best wishes to Peoria and out of the fullness of our short but strenuous existence, to assist in properly initiating that city into the Rotary brotherhood. They returned full of praise for Pe-

oria's parks, boulevards and streets, her business men and their hospitality, making the rest of us who did not go regret more than ever our inability to make the trip.

**Mark Dennis**, Assoc. Ed.

### JACKSONVILLE (Fla.).

The Jacksonville Rotary Club has been reaping a rich harvest in entertainment and instruction through its members visiting other Rotary clubs.

Our manufacturer of sweets, Mr. Fred W. King, who operates a business in complete harmony with his personality, told the club all about his visit to our Rotary brethren of Houston, Texas. His visit has made the Rotarians of these two most prosperous southern cities feel closer together.

Is not this feeling the basis of civic and industrial development? It would be impossible to tell how much the growth of a city is dependent upon just such friendly visits.

Another visit most profitable to our club was Dr. Wm. Stinson's visit to Baltimore. He came back and told us all about it and the Rotarians of Baltimore will always have a warm place in the heart of the Jacksonville club. We don't know what he told them about us but if we can reach the high mark of Rotary that he feels Baltimore has attained, we will have filled our calling as a Rotary club.

These visits and talks as well as some others brought the Jacksonville members to appreciate the great treat that was in store for them at the general meeting last Tuesday.

The spacious dining room of the Aragon was beautifully arranged for a Rotary luncheon and was comfortably filled with Rotarians and their guests. A "get together" meeting consumed about fifteen minutes and sharpened up the physical, intellectual and spiritual appetite for what was coming.

Through the courtesy of our Rotary enthusiast, Fred W. King, Dr. Henry Allen Tupper, U. S. A., Special Peace Commissioner of the International Peace Forum, was brought to our club. Our president, Geo. W. Clark, with that knowledge of the club and its members that always counts for success, appointed our paint manufacturer, Mr. J. H. Gay, to preside and from that center at the head of the room, composed of Messrs. Tupper, Clark, King and Gay there emanated entertainment that was real food for Rotarians. Space forbids any attempt to comment on Mr. Tupper's speech. It is sufficient to say that we all feel that he has been a Rotarian all of his life. Never before have we heard better Rotarian doctrine and if any one who heard that speech has a grouch left towards his fellowman he must indeed lack all human feeling.

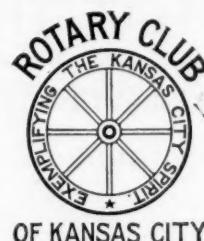
Such men as Dr. Tupper are inspiring a world and the seed sown in the Jacksonville Rotary Club will bring forth fruit.

**F. O. Miller**, Assoc. Ed.

### Dayton Has Come Back.

Read the message of the unconquerable Daytonians which will be found among their enormous advertising section in this issue.

### KANSAS CITY (Mo.).



First let me say—the Kansas City Rotary Club never has experienced such enthusiasm as is now bubbling in the breast of every loyal Kansas City son of Rotary.

We've set up a mark in attendance that I believe will live for years among Rotary clubs of our size—now 204 members.

At our regular noon luncheon of April 10th we had 94 per cent attendance, and that is going some. Since then we have not fallen much lower.

May kicked off with an attendance of 88 per cent, and from the way the two sides—the Crackernecks and the Hill-Billies are fighting for attendance, the next two meetings are to be hum-dingers.

During the month we have had as guests at our luncheons and dinners some celebrated men with messages to deliver.

There was Harry Lauder, the Scotch comedian, who instead of being funny gave the club a talk on the loneliness of a stranger in a great city as compared with the feast of fellowship in the woodlands, in the glens and by the riverside, where there is the "flow of soul," or should I say the "soul of flow?"

Elbert Hubbard, the bard of East Aurora, gave us, at the same meeting, a little Scotch history mixed with business philosophy and humor.

The enthusiasm of Rotary is catching—even the women of Rotary feel the spirit. At one of our luncheons a dozen or more Rotary wives established themselves in the balcony of our luncheon room and enjoyed the sight of watching the animals feed, as well as "listening to words of wisdom."

At our April night dinner we had a talk on the commission form of government by our ex-mayor, Darius Brown, and a talk on the Spirit of Rotary by one of Kansas City's preachers, Rev. Frank Smith, late of Chicago.

Dr. Smith left with us a splendid thought in twisting our slogan "He who serves best profits most" into the epigram "He who serves most profits best."

Our attendance contest between the Hill-Billies and Crackernecks, otherwise known as the Blues and the Reds, will close on May 15th. Three meetings ago it looked like the Hill-Billies with a lead of 8—now it looks like the Crackernecks who have a lead of 5.

To keep up summer interest it is proposed to have a ball game between the two sides and perhaps later a basket picnic for Rotary families.

**Willis M. Hawkins**, Assoc. Ed.

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Shampoo

RICH IN PERFUME  
LASTING IN QUALITY  
Kansas City and San Francisco

## LINCOLN (Neb.).

## Rotarian Zehrung Highly Honored.

Frank C. Zehrung, president of the Lincoln Rotary Club, was elected on May 6th, one of the five city commissioners of Lincoln, Nebraska, and upon the organization of the commission for the coming two years, Mr. Zehrung was chosen as mayor. He will be the city of Lincoln's first mayor under the new commission government adopted by the city.

Frank C. Zehrung is one of the most popular business men of Lincoln and he has the unbounded confidence of the Rotarians of the Lincoln club. Two months ago, he had no thought of being a candidate for any office of any kind but, in selecting candidates for city commissioners, it was felt by Mr. Zehrung's friends that he should be drafted and, at the primary, his name was presented and both in the primary election and in the general election following he was successful and the city has never had a mayor who will go into office with a stronger following of progressive, wide-awake supporters than Mr. Zehrung has.

He has been for years the lessee and manager of the Oliver Theatre, the principal play house of Lincoln, and as president of the Rotary club he has put the greatest enthusiasm in that organization, until it is known as one of the most active and energetic Rotary clubs in the country.

Rotarians everywhere will appreciate the recognition that has come to President Zehrung from his home city.

H. M. Bushnell.

Lincoln, May 12, 1913.

## LIVERPOOL (Eng.).

The second luncheon since organization was held April 24th at the Hotel St. George; preceded by a committee meeting lasting one hour, at which every one of the nine members of the Committee was present. At last week's committee meeting every member also was present, and no better augury of the success of this, the youngest Rotary club, could be had than the interest taken in it by the gentlemen elected to serve on the committee.

Two new members were admitted and six new names passed to the notice board, while the consideration of several applications was postponed, the committee not being entirely satisfied that they were the best procurable. The luncheon was marked by the presence of the president and secretary of the Manchester Rotary Club, who attended as visitors and received a very cordial reception.

The club badges were worn for the first time, and the boost prize drawing (also for the first time) resulted in Mr. Charles E. Dolby, the treasurer of the club, being declared the winner. Including the applications passed by the committee, the membership is now thirty-six, which in view of the fact that the club is only two weeks organized may be considered as entirely satisfactory.

W. Stuart Morrow, Assoc. Ed.

## LOUISVILLE (Ky.).



Our club at the present writing, May 6th, has 122 members. Interest and attendance wax warmer and stronger all the while. Seventy-six at a recent meeting is not so bad.

The attendance contest between the Always-Presents and the Never-Absents closed April 29th. The "A-P's" were ahead by only 29 points. Frank P. Bush was at the head of the A-P's, while Arthur Kaye was general of the N-A's.

We are to have a new pictorial roster. Rotarian Steffens, the finest photographer in the city, makes the photographs absolutely free. Engraver Bush donates the two-color engraving and embossing plate for the outside cover.

Our club will celebrate its first anniversary with attractive exercises next month.

C. H. Hamilton, Sec'y.

## LOS ANGELES (Cal.).



What is the Rotary Club? One of our members, F. W. Johanect, very aptly expressed his idea of the Rotary Club in his answer—"associated service—each for all and all for each."

Our club is developing and fostering the "associated service" idea to carry out the Rotary spirit. Along these lines, President Andrews has recently appointed a "Good Samaritan" committee, whose duties consist in looking after sick members and their families, remembering them with flowers, etc.; giving the boost week to the member who has been struggling along with business worries, thereby letting him know that his friends in the club are with him; or distributing funds to some worthy charity. It is a most successful committee and one of which we are very proud. Mr. Waldo Falloon is a most untiring Chairman.

Having 330 members, it is sometimes difficult to meet the membership at the luncheons, so the president appointed a "Glad Hand" committee, consisting of three members who circulate among the members and introduce, get introduced—in short, do everything they possibly can to make the members known to each other. This has also proven a successful committee, as the members are selected each week, thus giving the entire membership an opportunity to serve on the committee.

It has been suggested, and the suggestion



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has received favorable attention, that when our new roster goes to the printer, the membership list be closed for six months. The changes are so many that the roster has scarcely come from the printer before we are adding to it. We think, too, this will prove beneficial to the club and place the membership on a very high plane, for it is almost an axiom "that what is hard to get is much sought after."

As soon as the call for help came from Omaha and Dayton, our club wired \$532 to Treasurer Chapin, and regretted that it was not twice as much for so worthy a cause.

We have had most interesting meetings of late, one in particular being a debate, called a "three round bout" by the president, between the two ministers of the club who both happen to be Baptists, the subject being, "Resolved, That long-haired men make the best citizens." The Rev. Dr. Brougher won, having the negative side of the question. It was very amusing as well as instructive, both sides bringing out some telling points on citizenship. We had 288 members present on this occasion, and a very enjoyable meeting it was.

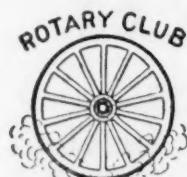
**E. McHenry, Assoc. Ed.**

#### MANCHESTER (Eng.).



A Rotary Secretary at work. Mr. Chas. B. Penwarden of Manchester Rotary is ever busy working out programs for his club or attending to the advertising of his clients. As this live Rotarian is continually going about among business people in his populous county of Lancashire he may be able to execute commissions for American manufacturers. If anyone is interested we will be pleased to put him in touch with Mr. Penwarden.

#### NEW ORLEANS (La.).



The last business meeting was held in Brown's drug store, Geo. E. Martens, manager, being the host. The meeting was well attended and was the occasion for much enthusiasm. It

was decided to select several members each week to whom the others are to use special efforts to send their business for that period,—Rotarians Martens, our druggist, and Chas. E. Wermuth, our certified accountant, being the first selected. Good results are expected.

Optician James P. Williams sustained a severe injury recently, but we are happy to report he will be out for the next meeting.

Secretary Bovard has been detained from several meetings; his smiling face and sage counsel are missed.

W. A. Brandao, the Rotarian printer, has just completed the vest-pocket loose-leaf rosters, containing the picture and business card of each member. The pictures were reproduced from photographs made by Rotarian C. Bennette Moore. The production is a work of art, and is a constant reminder to place orders with a brother member.

The Rotarian carpenter, J. Chr. Nielson, said there must be a wave of prosperity among the membership for he is hardly able to do all their work.

"Smiling Coffee" Raimondy, chairman of the entertainment committee deserves much credit for the excellent dinners served the club.

Our art dealer, Robert L. Farish, having completed a residence planned and built by members of the local club, feels he has the best built house in the city. The storms may roar, the lightning flash and the thunders crash, but this house will stand, for it has been built upon a solid Rotarian foundation.

Painter and decorator, George E. Egdorf, takes time to serve as treasurer of the New Orleans Presbyterian hospital, having been recently elected to that position.

**J. T. Crebbin, M. D., Assoc. Ed.**

#### NEWARK (N. J.).



One hundred per cent increase is the net result to date of the Newark Club's membership campaign.

Take it from any angle and it stacks up to the same thing—Quantity and Quality.

At the April meeting V. Clement Jenkins, president of the New York Club, presented a very interesting symposium as to the meaning and purpose of "Rotarianism." He defined Rotarianism as "Idealized service put into practice."

If the farmer did not return to the earth some of the energy taken from it with his crops, the fertility or capacity for service of that particular piece of ground would be decreased.

If the Rotary member does not put into his club certain service or assistance to fellow

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members, he cannot expect a return, and if a "crop" is expected he will be disappointed, for he will not get it unless the club's capacity for service to him is increased by his own service to the club.

**Stephen C. Burrows**, Assoc. Ed.

### NEW YORK (N. Y.).

The forty-ninth dinner of the Rotary Club of New York was held at the Hotel Marlborough-Blenham on Thursday, April 10th, at eight p. m., President V. Clement Jenkins presiding. A large majority of the members were present, this being the annual meeting at which the election of officers to serve the ensuing year were to be balloted on.

The minutes of the previous meeting were read by the secretary, Eugene G. MacCan. The treasurer, Walter C. Gilbert, rendered a statement of the finances of the club, and the chairmen of the various committees gave their reports. John O'Connell, the sergeant-at-arms, reported that he had discovered the holders of the rotating ten dollar bill. Clarence W. Brazer, the efficient chairman of the reciprocity committee, reported that he had received stickers from members showing that \$6,000 worth of business had been exchanged during the month by members of the club and, as many of the members had neglected to send in or use the pasters, there had been considerably more done than his report showed.

William Gettinger, who has charge of the decalcamania sign project, reported that he had ordered one thousand (1,000) decalcamania Rotary signs, and would be ready to distribute them to members and clubs very shortly.

The new members present were introduced and told the club how they could serve the members thereof, and were warmly welcomed by the club.

President Jenkins spoke most feelingly of the great loss to the club and to himself of a true and tried friend, in the death of Vice-President James D. Kenyon.

The nominating committee had reported the regular ticket for officers for 1913-14 at the previous meeting, and this was put before the club as there was no other ticket in the field. Mr. James D. Kenyon, our late vice-president, had been nominated for president, but on account of his death during the interim, the by-laws were suspended and direct nominations from the club were ruled in order.

The officers unanimously elected for the following year are:

Walter C. Gilbert, president; Richard Burr, vice-president; Fred B. Sutherland, M. D., treasurer; Clarence W. Brazer, secretary. Directors—Walter C. Gilbert, Richard Burr, Fred B. Sutherland, M. D., C. J. Dieges, William Gettinger, Arthur Woodward, Clarence W. Brazer.

The retiring president, V. Clement Jenkins, congratulated the new president, Walter C. Gilbert, and the club, and pledged himself to be a faithful follower as a private of his new general, in which all the members joined.

The retiring president and officers were given a rising vote of thanks for their efficient

work for the interests of the club during their administration.

The new officers were heard from and were greeted enthusiastically when they pledged themselves to work to build up the club, and endeavor to make it a leading light in Rotarianism. All the members most enthusiastically are predicting great success for the club in the near future.

Ex-President Jenkins' administration had been a house cleaning administration, and President Gilbert's will be an up-building administration.

### OAKLAND (Cal.).



The Y. M. C. A. drew the boost week from April 10th to April 17th and the secretary, John Fechter, gave the club an interesting talk on what the organization is doing for the young men of Oakland.

Oakland's Rotary Club joined with other commercial clubs in a lunch at Hotel Oakland April 10th in honor of the Oakland and Portland baseball teams of the Pacific Coast League. The banquet room was inadequate for the great number present, some 600 participating. Mayor Frank K. Mott gave the address of welcome. There were many other speeches, but the "hit" of the day was made by Rev. A. W. Palmer of the Rotary club. After hearing his remarks on the national game, we found out there was more to baseball than was ever dreamed of. Complimentary tickets were given every one present to the opening game in the new park (just completed for the league) and the Rotary club attended in a body after the lunch.

The baseball game will be held May 25th between this club and the San Francisco Rotary Club. Each side is confident of victory.

Herbert C. Montgomery, attorney, was the speaker April 24th. His subject was "Law as a Business." He claims that to be successful at law is the same as any other line of business—honesty and hard work—and that the day of decisions from eloquence, oratory and flowers of speech was past; that hard, cold facts prepared in brief form, was the mode.

C. W. Seeley, chief of the Parcel Post here, gave the club a talk April 17th, explaining the economy to be gained by using this transportation.

Rotarian Jewett broke up the meeting in a wild laugh, when he tried to explain what he knew about it. Every show has to have its "funny" man and Jewett is surely ours. He has no imitators; strength to his arm.

To make the attendance greater, there has been a friendly contest inaugurated with Burroughs and Moore as captains of two teams. The team losing has to stand the expense of a dinner for the winners. This will be kept up for two months and if it proves effective, may be a permanent thing. Some valuable prizes are to be given away. This keeps the interest keen between the rival factions and

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makes the members work all the harder to get the largest attendance.

Rotarian Wooley, who has just returned from the Sandwich Islands and Cavasso, who has made a Far Eastern trip, gave some interesting descriptions of their travels at a recent meeting.

The big event of the May day feast was the speeches by Prof. Keyes of the Oakland High School and three of his pupils about fifteen years old, who made a plea for Oakland to give them a high school second to none in the United States. Many a business man could take lessons from these boys in oratory.

**E. L. Ormsby**, Assoc. Ed.

### PHILADELPHIA (Pa.).



Rotarian W. Freeland Kendrick, Potentate of LuLu Temple, has been elected to the board of directors of the Peoples' Trust Company.

Rotarians Drayton, Morrell, Henderson, Siefert, R. A. Davis, Peterson and Phillips have been appointed to committees of the Walnut Street Business Men's Association.

Rotarian W. Percy Mills is working hard for the annual convention of the Associated Advertising Clubs of America to be held at Baltimore, June 8th to 13th, inclusive.

Rotarian Albert E. Turner is the new president of the Home and School league. He recently delivered a very interesting talk at the Wharton School of Finance on the subject of the relations between public service corporations and the public.

Rotarians Freeman and Whetstone have been elected to three year terms in the board of directors of the Merchants and Manufacturers Association.

The firms represented by Rotarians Schoettle, Doughten and Freeman are placed on the roll of honor of the Consumers' League of Philadelphia for proper sanitation, living wages and well regulated hours for woman and girl employees. Every Rotarian employer should be entitled to this honor.

**Charles A. Tyler**, Assoc. Ed.

### RICHMOND (Va.).



On April 25th the Rotary club of Richmond,

Va., was organized with seventy-three members enrolled at the first meeting at which officers were elected and committees appointed. A notable fact is that the members are the most prominent business men of Richmond and the leaders in the commercial lines they represent. We expect to have 150 members at our next meeting.

The meeting was held at the headquarters of the Business Men's club and a supper promptly served. Short, stirring addresses were made and enthusiasm ran high throughout the delightful session. A jolly Rotary spirit prevailed. Everyone was pleased to become a member of this "live" organization and grasped immediately the meaning of Rotary and the good to be accomplished.

Our president, Mr. J. G. Corley, is "right on the job" and acts the part of a "live" Rotarian with experience. A great deal of credit for the immediate success of Richmond Club is due to the active and energetic work of our secretary, Mr. Samuel S. Rosendorf. We dare say that he is one of the "livest" Rotarians in the United States today. He would make a success of Rotary in any community. He's the kind of "booster" Rotarians want and need. But he belongs to the club that has for its motto, "Richmond is a good town"—and you couldn't pull him away from it.

The officers chosen are as follows:

J. G. Corley, president; George W. Bahlke, vice-president; Samuel S. Rosendorf, secretary; Withers W. Miller, treasurer; A. M. Pulley, registrar and statistician; W. E. Morton, sergeant-at-arms. These officers, associated with the following, compose the executive committee: Henry W. Rountree, Thos. B. McAdams, H. S. Bloomberg, Horace F. Smith, John Bagby, Charles Rose, Moses Thalheimer.

**Rufus S. Freeman**, Assoc. Ed.

### SAN ANTONIO (Tex.).



April was certainly a busy month among San Antonio Rotarians. To start the thing off right, a baby—the first one—arrived at the home of President Hayes on the last day of March. This event was made the subject of much doings at the April 4th meeting.

Among other things, Mr. Hayes was presented a "Great Big, Beautiful Doll," a five-gallon bottle of pasteurized milk, an extra large rattle, a box of pills two feet high, and lastly, a beautiful baby silver service.

The Fiesta San Jacinto, San Antonio's big annual event, took place the week of April 21-26, and was by far the most successful one ever held. From Monday until the following Sunday, enormous crowds were in the city and the entertainment provided was most satisfying. At least twenty of our members were

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on various committees connected with the celebration, so the club feels a pardonable pride in the success of this year's Fiesta. During the week many Rotarians from all parts of the country were here and all were made welcome at the weekly luncheon.

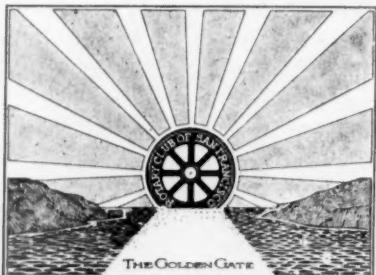
The club keenly appreciates the honor of having our President Hayes appointed to the directorate of the International Association of Rotary Clubs.

San Antonio members are looking forward to sending a good delegation to Buffalo.

All Texas is anxious to help entertain the 1914 convention and Texas is sure going to make the big effort to bring it here.

**J. R. Sprague**, Assoc. Ed.

#### SAN FRANCISCO (Cal.).



Vice-President Doane guides our destiny during the absence of our genial President Basford, who is away on a three weeks' business trip.

A new stunt was tried out at our last luncheon. Vice-President Doane complimented one of the members upon the quality of his goods and service and boosted him to the members. This member on rising to thank Mr. Doane, boosted another member for something in his business which he personally found to have especial merit. This member said something nice about someone else and so it went on right down the line for a half hour.

Ladies luncheon will be held May 17th, and the committee in charge assures us that 'twill be the most successful affair ever pulled off.

Radical changes in our by-laws affecting the election of officers were made last week. For instance, a man who has served two consecutive terms as director is still eligible to the presidency.

A weekly publication is now issued and edited for a month by a committee of volunteers.

**W. Bashford Smith**, Assoc. Ed.



The St. Louis Rotary Club has accomplished a great amount of good during the past two months.

Attendance at weekly luncheons has materially increased, and consequently members are becoming better acquainted. The friends you make in a Rotary club mean business for you. The slogan, "Business Follows Friendship" is a good one, and a proper one for Rotarians. This slogan was proposed at our April meeting by Mr. Otto Dieckman, Jr., one of our live ones.

During the month of April, President Stafford appointed four members to address the club at weekly luncheons and assigned each one to speak on another member's business. These addresses have always been interesting and instructive. Extreme care has been taken by each member to thoroughly inform himself as to the special business of the member for whom he speaks.

Our monthly meeting May 1st, at which nominations were made for officers and directors for the next year, was the best attended and the most enthusiastic meeting of the year.

The mayor of the city, Hon. H. W. Kiel, an honorary member of the club, was present for the first time, and was cordially welcomed. He addressed the club and said he appreciated the force and influence of the St. Louis Rotary Club and earnestly desired its co-operation during his administration.

During the course of his remarks, he stated he had tried to become a member of the club, but was placed on the waiting list because his line of business was already represented in the club. He determined to get into the club somehow, and as the only way was to be elected mayor of St. Louis, and thus be made an honorary member, he decided to make the race.

#### ST. PAUL (Minn.).



Members assigned to speak on the other members' business then addressed the club, and they were followed by remarks for the general good of the club by nearly every member present.

Great preparations are being made by our entertainment committee for the annual boat excursion, which takes place Saturday, May 24th. The steamer "Alton" has been chartered and a delightful day will be spent on the "Father of Waters."

Many prizes have been offered by members and will be given away on this excursion. Vaudeville, dancing and refreshments will make it a grand affair.

**A. D. Grant**, Assoc. Ed.

On the evening of Tuesday, April 15th, the members of the St. Paul Rotary Club assembled promptly at six o'clock, at the Commercial club and after a very generous service, had the pleasure of listening to Mr. Blandin, the general manager of the St. Paul Pioneer-Dispatch, describe in detail lantern slides thrown upon the screen showing the various departments of the papers he represents, after which,



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as his guests, we were taken to the Empress Theatre.

After the play, we accompanied Mr. Blandin to the Dispatch Building and were shown through the various departments, after which we repaired to the tea room where a very bountiful buffet luncheon was served. After giving Mr. Blandin and his papers a rousing vote of thanks, the gathering was adjourned.

Our next evening meeting, which will occur April 29th, will be held in the tea rooms of one of our largest department stores,—Mr. Listoe, the chairman of our entertainment committee, finding that the members appreciated the diversified arrangement—the holding of evening meetings at various hotels, clubs, etc.

It is with regret that we report several deaths in the club within the last month; all of them being men who were prominent in business circles.

At the present time, we are considering the offer of our theatrical member, Mr. Samuel Neuman of the Metropolitan, to buy the entire house at a reasonable figure for a certain evening in May, pro rata, the tickets of the parquet and balcony among the members and give the wives, friends, and employees of Rotarians an enjoyable entertainment. If the plan is adopted, the gallery will be given over to the newsboys and messengers.

The club is in excellent financial condition and the membership is increasing slowly but substantially, in accordance with the policy of the present governing board.

J. W. G. Curtiss, Assoc. Ed.

#### SEATTLE (Wash.).



**S**attle  
pells  
success  
miles  
sunshine

Business is good. \$20,000,000.00 is pledged to be expended within the next five years in the improvement and development of Seattle harbor facilities. Our city is now the twenty-first in population and importance among American cities, having a population of 280,000.

Thirteen prominent business men have completed membership in the Seattle Rotary Club during the month of April. Over forty other applications are being investigated by the membership committee or are pending the three weeks' investigation of the members.

During the month of April the following topics have been discussed: "How the Britisher Does Business," "The Public Land Policy of the United States as Illustrated by Alaska," "Recent State Laws as Affecting the City of Seattle" and "Plans for the 1913 Potlatch." On April 16th, Emil A. Trefsger, the English champion typist, gave a demonstration on the Underwood typewriter.

Our club has found it profitable to assign topics to its members covering some phase of business directly related to their occupation. This we believe to be much more profitable than talks dealing only with their individual classification.

On Monday evening, April 28th, we held our first Rotary dance. Sixty-five couples were present. Music was furnished by Wagner's Orchestra. Mr. Frank Moulton rendered two vocal selections between the dances, and refreshments were served. After all expenses had been met the dance committee presented the club with \$85.00 to be used as a nucleus for a fund to defray the expenses of the delegates to the National Convention.

During the month we have had several visitors from other clubs, who have conveyed to us much good cheer and given us many valuable suggestions.

L. F. Allen, Assoc. Ed.

#### SIOUX CITY (Iowa).



An interesting attendance contest is now under way, to be concluded by June 1st. It is the "Warriors" vs. the "Braves"—two bands of "Good Indians" who are led on the one hand by Henry Hoskins (Chief Red Feather)—the gas man, and Cedric Hoskins (Chief Blue Snake)—the fire insurance man. At this writing the Warriors lead, but the Braves promise a fierce struggle to the finish.

This contest is bringing our members closer together and has helped swell the average attendance. The losing team will give a dinner to the winners.

Russell F. Greiner of Kansas City, Vice-President of the Central Division of Rotary Clubs, was our guest at the April dinner. This is the first time this club has had the pleasure of meeting any of the "big guns" of Rotary, since its organization, last November, and if Greiner means all he says, other "big guns" will regret having deferred their visit to Sioux City so long. It is safe to say that Greiner made a decided hit with us, and our worthy vice-president, Robert Hunt, has started a strong boom for him for the presidency of the International Association. He will suit us all right.

President Leonard O'Harrow has returned from a three months' trip out west where he visited the several Pacific Coast Rotary clubs. He returned with better health, and with a lot of Rotary enthusiasm.

We will entertain the ladies at a dinner on May 19th. This is our first venture of this kind, but the entertainment committee and the ways and means committee in conjunction are preparing something novel and interesting.

Jno. O. Knutson, Assoc. Ed.

## Send for a Report on Your Distribution in Minneapolis

THE Minneapolis Tribune has just completed investigations on the sale of the merchandise that is selling best in Minneapolis in the nine lines of trade specified below.

These reports give statistics on the possible distribution, together with the present distribution of advertising possibilities as reported by the merchants themselves.

They show the probable proportion of goods being bought in this most important market, from you and from your competitor.

***The facts will surprise some manufacturers and please others.***

***Write for your copy of these reports and draw your own conclusions.***

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Check the report you wish and write today:

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- 4—Report on what is sold by the **Shoe Trade.**
- 5—Report on what is sold by the **Dry Goods Trade.**
- 6—Report on what is sold by the **Men's Clothing Trade.**
- 7—Report on what is sold by the **Furniture Trade.**
- 8—Report on what is sold by the **Jewelry Trade.**
- 9—Report on what is sold by the **Cigar Trade.**

# The Minneapolis Tribune

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 made to the Government. Daily—104,171. Sunday—148,016**

***They Shop in the Tribune Before They Shop in the Store***

## SUPERIOR (Wis.).



There are many types of boosters. In one sense the word is used to describe that class of citizens who make extravagant claims for their community—the more extravagant the claims, the bigger the booster. Ordinarily the schemes are visionary and the results disastrous. It is the kind of boosting that, if effective at all, causes a boom and results in a panic.

That is the extreme type of booster. There are other types. The latest development in the form of organization to advance the commercial interests of the community is the Rotary club. Its object as expressed in its articles of incorporation is to promote "business acquaintanceship and the advancement of the best interests of the City of Superior and the spreading of the spirit of civic pride and loyalty among and between her citizens and her commercial enterprises."

The membership consists at the present time of forty-seven active business men, representing that number of different and distinct lines of business. The club meets for dinner once a week and listens to discussions by members of the club with reference to the advantages and limitations which affect the particular lines of business represented by those members. At these weekly meetings you will find a representative group of these active business men, each interested in planning ways and means to make Superior a better city to live in and a better city to do business in. No one line of business can pack the meeting or stampede the membership. The expression of opinion of such a meeting is representative and entitled to serious consideration by those interested in the subject under discussion.

The foremost idea apparent in every talk that has been given is the determination to assist in making the line of business represented of the greatest possible service in the upbuilding of the city. The idea is to point out the business barriers which limit the development of that line of business and to ascertain the best way to move back those barriers.

If this club can be of real service in advancing the business interests of the City of Superior, if it can help make Superior a better city to live in and a better city to do business in, that will be sufficient recompense for the effort expended. That, however, will not be the only recompense. The members of this club as active business men will participate in the benefits of such general prosperity.

This is the new form of organized city boosting. It is conservative and yet progressive. It has become an established institution and taken a very definite and permanent place among commercial organizations.

C. J. Hartley, Pres.

## TACOMA (Wash.).



This is a likeness of "Del" Young, one of "the old guard," who told the "particular Irishman" story for this issue.

Delbert A. Young, is the treasurer of the Rotary Club of Tacoma, and one of the city's best boosters.

An excellent idea for the development of acquaintanceship amongst members and their lines of business originated in the fertile brain of our automobile supply man, Chambers. After each meeting he takes seven of the members in his big car for a trip to each accompanying member's place of business, giving him the opportunity to show his line of goods or specialties. There are just enough members on each trip to make it interesting and a reasonable length of time is spent at each place. The trips have been very successful and the members fortunate enough to have been included in the tours so far are all very enthusiastic over them.

Through our fellow member, W. P. Matthaei, an invitation was received from his company to hold the regular meeting and take luncheon at its new baking establishment. About seventy members who were present were given a very enjoyable time and were shown how good bread is made in a modern up-to-date bakery. Mr. Matthaei can rest assured that when a Tacoma Rotarian's family wants bread it will be Matthaei's.

Wm. G. Stearns, Assoc. Ed.

## BOSTON (Mass.).



We have been jogging on our way at a decorous pace. Of course, we in Boston, could not be guilty of inaugurating anything in Rotary that would startle the world. Indeed, it would be contrary to our "state of mind" (and Boston has been called a state of mind), to even attempt many things in Rotary that seem to be accepted without question in our rapidly moving, continuously scintillating and perennially virile western clubs.

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want you to arrange your trip to the convention this summer so your itinerary will include The City of Brotherly Love.

Spend a day or two in Dear Old Philly the home of

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Our entertainment committee is awaiting your post card, telling us when you will arrive, so before you leave home, drop a line to

**CHAS. A. TYLER, Secretary**

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GEO. A. HENRICH "Burroughs" Adding Machines	E. J. BERLET Maxwell & Berlet Jewelers	E. MINER FENTON Fenton Label Co., Gummed Labels
CLAYTON W. PIKE Chief Electrical Bureau	HENRY S. EVANS International Time Recording Co.	DR. AUGUSTUS KOENIG Physician
C. T. BECK Federal Sign System Electric Signs	L. R. DOUGHERTY H. D. Dougherty & Co., Mfr. of Beds & Bedding	GLENN C. MEAD Attorney
J. J. WERNLE Automatic Sprinklers	CHAS. A. TYLER Bartlett Tours Co., Tourist Agents	THOS. MAY PEIRCE, JR. Smith Bros. & Peirce Bedding & Upholstery Supplies
HENRY S. EVANS "International" Time Recorder	HIMMELEIN & BAILEY "Dependable" Oak Tanned Leather Belting	JOHN K. HORNER Mitchell, Fletcher & Co., Grocers

Our luncheon attendance contest closed the last day of April. We succeeded in securing a maximum attendance, on one day, of 77; but the average was scarcely above our normal. This does not mean a lack of interest by the club itself, by no manner of means. It simply goes to show that our inherited spirit of conservatism refuses to "speed up" under extra prodding. During the course of a month, a large percentage of the club members do attend the luncheons. Our programs have always been exceedingly profitable since we have always had some "live wires" in business to talk to us. What is needed I think, not only in our club but possibly in a number of others, is some effort that will call forth our common interests and so weld us more thoroughly together.

In our city, as in every other large city, there is a club or an association that takes care of every human need apparently, so that it has not seemed possible, thus far, for us to lay hold, through our civic committee, of anything that would be of distinct interest to Rotarians apart from the interest which they already have through other channels. Of course, the fundamental of Rotary must grow, and is growing into the consciousness of our men, but human selfishness dies hard. It will be buried only, when we can scientize it.

Some of our members feel that one of the best things which could be done for some Rotarians, at least, in each city, is to establish the kind of service which was indicated in a former letter, viz: making the Rotary office the local agency for goods manufactured by Rotarians in other cities, if these goods did not compete with any in the local club. In order to ascertain if there is a demand for a service of this nature, let me say that this secretary is ready to act as the local representative for any Rotarian outside of Boston who desires to refer prospective customers, in this vicinity, to him. He is willing to take care of samples which may be furnished him and exhibit them—provided, of course, none of these goods come into competition with goods handled by our own members. This service will be rendered on a commission basis for all sales effected, and a portion of that commission will go to our local club to help defray its office expenses.

Now brother Rotarians, here is an opportunity to start a Rotarian service that may be worked out in all of our large commercial centers with profit and added attractiveness to the movement itself.

**Wm. Jessup Sholar, Assoc. Ed.**

#### Winnipeg Is With Us.

In response to the appeal of the General Advertising Committee Winnipeg has contributed advertisements for this issue in number second only to Houston and Dayton. Look them over—they may give you some idea as to the progressiveness of this live Canadian city. Read about the "stampede" they are going to have.

#### BUFFALO (N. Y.).



The Buffalo Rotary Club is pursuing the even tenor of its way and we fondly believe that the club that beats ours will have to go some,—thereby indicating the modesty with which all of our clubs are more or less afflicted.

The coming convention continues to occupy much of our time, and if Rotarians generally could realize the amount of gray matter which is working overtime for their benefit, they would turn out to a man and attend this convention, which will be the biggest and best one ever held. How many reservations did you say? Thank you.

The principal event during the past month was our ladies' night, which was held on April 21st, that being the second birthday of the Buffalo club. We started out with fear and trembling for many said that the women would not mix like the men, but would probably sit around watching each other out of the corner of their eyes and criticize each other's clothes. Now when any one springs that statement on you, just refer them to me. **Rotary** women are good mixers and I can prove it by over 160 witnesses. Every one had a delightful time and the best meeting we ever held was on the evening of April 21, 1913. The ladies became such enthusiastic Rotarians that they wanted us to have a ladies' night every night. Twelve of our members donated souvenirs for the occasion and Santa Claus had nothing on us. It sure looked like moving day that night at the Hotel Statler.

At one of the recent meetings when new members were being introduced, one of them in responding made this remark: "I hope I will prove to be an asset to the club rather than a liability." This remark has lingered in my mind ever since and seems good enough to pass along. Let every Rotarian ask himself where he stands, whether he is an asset or a liability to his club. If after a period of introspection he decides that he is in the wrong column, let him immediately put himself in the asset column and be a thing of some value to his organization. Now then, all together, **Be an asset.**

The attendance at our meetings still continues to be large and the business talks are constantly growing in interest. The one most gratifying thing however is the spirit of good fellowship that abounds. All gourmets are checked at the door and all you can see is happy smiling faces radiating the Rotary spirit. To paraphrase our esteemed poetess:

Smile and we all smile with you  
Grouch, and you play it alone,  
For a Rotary club is no place for the dub  
Who inhabits the frigid zone.

**H. L. Hart, Assoc. Ed.**

## ROTHMOTORS Are True Rotarians

—they keep on ROTATING, never tiring in their duty, giving power to all your machinery, and satisfaction to yourself and all your employes.

**ROTHMOTORS are the BEST Electric Motors Made**



**ROTH BROS. & CO.**

(G. A. Roth, Member Chicago Rotary Club)

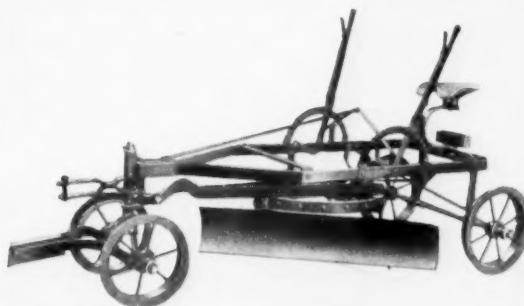
**1411 West Adams Street, Chicago, Illinois**

Head Building, Philadelphia   Keenan Building, Pittsburgh  
126 W. 2nd St., Cincinnati   1106 Cass Ave., St. Louis

## "The General Utility Implement" **THE, GLIDE,** **GRADER — LEVELER — DITCHER**

Made in two sizes. No. 1 weight 750 lbs. requires only one man and two horses. No. 3, weight 1300 lbs. can be operated with one or two men and two or four horses. These machines are strongly built. Easily and economically operated. Low in price. Proven universally successful even under the most extreme demands.

To strengthen our sales force and enable us to cover to better advantage many states showing remarkable and increasing business we require the services of several high grade salesmen. The co-operation we offer insures success. Our general advertising is continuous and produces a steady flow of live prospects. These inquiries are immediately referred to the representative in the territory, and our aid is unusually efficient and effective.



**Glide Road Machine Company**

**General Offices & Factory.**

**MINNEAPOLIS, MINN.**

(Members of the Minneapolis Rotary Club)

## CAMDEN (N. J.)



Just want to report progress this time, and that doesn't mean we're not doing anything. The two big events booked for the sixth and twentieth of May haven't taken place yet. The sixth is the monthly dinner and the twentieth is the joint excursion and picnic with our big brotherly city club of Philadelphia.

We now have 67 members, attendance at luncheons is 35 to 40 per cent, while at the monthly dinners it mounts up to between 90 and 95 per cent.

Some right good business was reported during the month of April. One sale amounted to about \$400 and another to \$700.

**Hubert H. Pfeil, Assoc. Ed.**

## CHICAGO (Ill.).



Since the last issue of **The Rotarian**, the affairs of the Chicago Rotary Club have been moving along very satisfactorily. The attendance at our luncheons and evening meetings is steadily growing and the enthusiasm is keeping pace with it. In fact it might be said that the enthusiasm in Rotary exceeds the attendance, for no matter what the attendance is, the enthusiasm always runs high.

With the International Convention at Buffalo still several weeks away, it seems to be the main topic of conversation. Certainly everybody is looking forward to a big time at Buffalo. We fully expect to send a delegation of from one to two hundred from Chicago.

During the month, we enjoyed some very excellent programs, one of which was an address by Rev. Dr. Charles Bayard Mitchell of Chicago, on a truly Rotarian subject, "The Art of Human Approach." Every Rotarian present voted this a grand talk and expressed the opinion that those who missed it had lost something that they would never be able to recover.

Another thing was a stereopticon business display of the wares, business and service of Rotarians, conducted by Rotarian Tom Phillips, the lantern slide man.

Another very successful ladies' night was pulled off and the opinion prevails that we should have the ladies with us oftener.

As usual, new members were given an opportunity to introduce themselves, and their

lines by short noon-day talks. This we have found, is conducive to a short cut to quick acquaintance and fellowship in the club. Our membership committee has devised a novel way to stimulate the interest in recruiting our membership. Each member securing a new member is presented with a certificate for five dollars in trade to be redeemed by a member of the club. The idea was enthusiastically received and promises excellent results, not only in increasing our membership, but by giving Rotarians who redeem the certificates additional business and advertising.

The Chicago Rotary Club is taking an active interest in state legislation. A number of bills have been introduced which are either in the interest of or detrimental to the interests of Rotarians. We hope to exert some influence either for or against these bills.

Brothers Ruggles, Perry and some eighteen or twenty other Rotarian "fans" made further claims on a niche in the "hall of fame" by going to Peoria April 26th, and assisting in organizing an enthusiastic Rotary club with 60 charter members. We certainly have reason to be proud of our "babies."

Among the Rotarians from afar whom we had the pleasure of entertaining during April were Messrs. Lucien King of the Indianapolis club (one of our babies) R. R. Denny of Portland, Ore., and Clifford L. McMillen of Madison, Wis.

Have you noticed how "**The Rotarian**" is growing bigger and better all the time? Rotarians who do not read and study it, advertisements and all, are missing a lot.

**Frank R. Jennings, Assoc. Ed.**

## CINCINNATI (Ohio).



Teeming with enthusiasm and boosting everything Rotary to the skies, we tendered our first banquet to the ladies at the Sinton Hotel April 19th, at which time the members proved to the gentler sex that they were ever alert to press forward their wares, even to giving away \$5000 worth of presents. It was the biggest affair ever staged by this club, and the crowning event of President Frank J. Zumstein's two years administration.

At 6:30 o'clock the members and guests began to arrive for the informal reception. The ladies for the first time had an opportunity to meet one another and become real Rotarianeaux.

At 8 o'clock nearly four hundred members and their ladies sat down to a sumptuous dinner. This concluded, a musical feast was given by the Rudolph Wurlitzer Company. J. Frank Mahret presided. In presenting the musicians he followed the spirit of the club of boosting somebody or his wares.

# Virginia Hotel

**Rush and Ohio Sts. (North Side)**  
**Chicago**

## *Chicago's Rotary Club Hotel*

¶ A massive fireproof structure containing **400 rooms** replete with all modern accessories and provided with every requisite for the most exacting patrons.

*Chicago's  
 Most Exclusive  
 Transient  
 and Residential  
 Hotel*



*European Plan  
 Attractive  
 Rates  
**\$1.50**  
 Per Day and  
 Upwards*

¶ Rotarians visiting Chicago and stopping at the Virginia will get a special rate

¶ Do not forget that the Virginia although located on the north side of the Chicago river is scarcely outside of the business center, being within eight minutes walk of the big stores and theaters, within five minutes walk of all the steamship docks and convenient by street car to all railroad stations.

¶ The Virginia is an ideal stopping place for all Rotarians and their families.

**WRITE FOR DESCRIPTIVE FOLDER**

**Virginia Hotel Co.**

**ALEX. DRYBURGH, President and General Manager**

The real feature of the evening came after an address by President Zumstein who explained what the Rotary club is and how it did not spend its time in frivolous enjoyment, but was always trying to help boost the other fellow members' game. "It is following up this spirit that has inspired our members to prepare for the ladies present the many souvenirs that are about to be presented," said the president. "To show you how well our members do things we are going to make the burden heavy for all the ladies as they leave this room."

Each lady was then presented with a bunch of roses, a box of candy, a volume on banquet etiquette, a box of crackers, a Rotary pennant, silver slice "unsliced," a can of Darling Kleiner, an aluminum pocket calendar, one glass of dried beef and one quart of furniture polish. Besides these eighty other prizes donated by members of the club and ranging in value from \$5 to \$100 were awarded.

Among the many articles thus distributed were a suit pattern, a diamond set Rotary ring, a gold mounted ladies' hand bag, \$100 worth of furniture, \$100 worth of cabinet Tiffanytones, a \$25 art pillow, ten quarts of Muth's honey, a \$40 portable Welsbach lamp, a mahogany tea table and dozens of \$5, \$10 and \$15 merchandise orders on any Rotarian.

It is safe to say that there never assembled 200 happier women than these were as they gathered their presents into the large baskets which had been distributed for their convenience, and called on their husbands and escorts to help carry home the donations.

Four songs written in the spirit of Rotary with boosts for some of the members were sung by all present and made a great hit. They were written by J. Frank Mahret, chairman of the entertainment committee to old-time popular tunes.

Toastmaster Harry R. Erwin announced that the Cincinnati branch of the International Association of Rotary Clubs intended to go to the Rotary convention in Buffalo this summer with boosters enough to bring the 1914 convention to Cincinnati.

This ladies' night was so successful that already plans are under way for another similar one. In the eight years of the club's existence this was the first gathering not strictly stag.

The election of club officers approaches. Two nominating committees, the "Reds" and the "Blues," have been named; W. G. Reuter being chairman of the Reds and Mart Smith being chairman of the Blues.

Gerson J. Brown, chieftain of the Red army, and Bert Alexander, chieftain of the Blues in the recent attendance contest have been presented with very handsome black leather traveling cases, filled with the appropriate articles and labeled with the names of each chieftain in gold letters, and a silk umbrella. The presents were made in the name of the victorious Blue division and the presentation was pulled off as a surprise stunt.

Our membership now numbers 234 and will be 250 by June 1st. The waiting list is almost as large.

The annual outing will be on the last Thursday in June, either to "Spotless Town," a sum-

mer resort on the Ohio River, or across the Ohio river to Fort Thomas a beautiful army post which overlooks Cincinnati, the Ohio river and the Kentucky hills.

The new Club roster is about ready. It will be a very handsome loose-leaf book bound in a leather cover, containing a fine half-tone picture of each member, together with a few lines about his business. Each book will cost \$6 but is being sold to the members at \$2, the remainder being paid by the club.

**Cincinnati—1914. International Association of Rotary Clubs.**

The Cincinnati club does not want the other clubs to forget this at Buffalo.

Carl Dehoney, Assoc. Ed.

### CLEVELAND (Ohio).



At the noon-day luncheons and monthly dinners the talk has been swinging around more and more toward the Buffalo convention, and all indications point toward a big delegation from the Cleveland Club heading for the Bison City by boat, motor, and train. Chairman McVey of the Convention Committee is getting in his heavy work and it looks as though it will take a magnifying glass to find any Rotarians in Cleveland when the big show is on.

It isn't going to be difficult for Rotarians from other cities to pick out Mr. McVey, the leader of the Cleveland delegation who bears a close resemblance to a combination of Julius Caesar and Mark Antony, from his close-cropped curly hair to his pedal extremities (No. 9's). Other distinguishing points which will make him a marked man among the hundreds of other handsome gents are his fifty-six chest and his twenty-three waist. Just look for a Roman gladiator in a Benjamin-Adler-Marx suit of clothes, and there you have it! We are certainly proud of our leader.

If there is a beauty contest the Cleveland delegation is going to walk off with first prize. As a matter of fact, there may be two entries from the Cleveland organization, entry No. 2 being no other than President Robert Queisser. McVey will be handicapped considerably in the good-looking contest if President Queisser decides to wear his full-dress uniform, he being a Captain of the Ohio National Guard and also a member of Governor Harmon's staff. Everybody who attended the last Rotary convention knows President Queisser. A picture is here reproduced of a recent sketch (made by the writer) in his service uniform, just as he was about to display a number of brick samples to a customer. Any defects in

# Why not place your Goods on the English Market?

ENGLAND is not a played-out Country. Each year sees Americans coming over with their goods to share in Britain's prosperity. Why not extend your business in a like manner.

If your products sell well in America,

test their selling merit on the English market.

An Advertising Campaign will be, of course, an important factor in establishing your business here. Naturally, too, you will desire to place this section of your enterprise in the hands of a Rotarian.

## *The Rotarian Advertising Agency of London is Fred<sup>k</sup>. E. Potter Ltd.*

This Agency handles the British Press publicity of such well-known American goods as *Waterman's Ideal Fountain Pens, Stewart Speedometers, Waltham Watches, Mark Cross Leather Goods, Pinex Cough Remedy, Dennison Specialties*. Upon request a booklet descriptive of the Agency's activities, will be forwarded.

**FRED<sup>k</sup>. E. POTTER, Ltd., Koh-i-noor House, Kingsway, London, England.**

## Get the Secret of Leadership

There is a royal road to business success. The man who knows how to obtain and apply the knowledge and experience of others wins out **every time**. Instead of wasting months or years working out the problems of business for himself, he takes the results that other men have found and proven right.

Hundreds of thousands of hard working, able men are burning up their ability because they do not know how to use their mental strength.

### What the Sheldon Course

#### Really Is

The new Sheldon Business Building Course is the concentrated, classified knowledge of over 50,000 successful men.

It is not merely theoretical but **absolutely practical**. Every method, every statement, every principle has been proven thousands and thousands of times.

The new Sheldon Course reduces business to an **actual science** for the first time. It classifies and teaches the laws that every successful man must sooner or later learn and obey.



### **The Sheldon School**

1388 Republic Bldg. - Chicago, Ill.

#### What This Course Offers to You

Right now there is **some** obstacle that seems to slow you up, to hinder your way to success. Sooner or later you **may** solve the difficulty for yourself. Sheldon will teach you how to re-inforce your own experience by applying basic laws and principles that will multiply your efficiency many fold.

#### Send for the Key

The knowledge that has lifted thousands from mediocrity to **success** is waiting for you **right now**. The coupon below or a postal or letter will bring you the interesting Sheldon literature with **detailed** information. It will only take a minute to find out—it **may** mean all the difference between a **small** success and a **big** one.

#### **THE SHELDON SCHOOL,**

**1388 Republic Building, Chicago**

Please send me **FREE** copy of "The Service Idea," giving full information regarding Sheldon methods.

Name \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

the physical beauty of our President herein pictured are due entirely to the failure of the pen and ink drawing to show them up.



CAPTAIN ROBERT L. QUEISSEER, PRESIDENT CLEVELAND ROTARY CLUB.

Everybody is planning his vacation according to the dates of the Convention. Incidentally it might be a good hunch for Rotarians from other cities who are doing the same thing to plan on stopping a day or two, at least, in Cleveland to look over the tremendous progress being made in the building lines, etc. The increase in the cost of building materials apparently has been no handicap along this line, and those visitors who have not been in this city for a number of years will find many changes of interest.

At the May monthly dinner a number of gifts were offered by members of the Club, ranging from a beautiful gown offered by Mr. A. B. Rheinheimer, ladies' tailor, to a gold pendant offered by Mr. Horace Potter, whose original designs in jewelry are known all over the country. The gifts embraced many other things dear to the hearts of the fair ones. The occasion was the annual dinner to which the wives and sweethearts were invited. The turnout was a big one and "a good time was had by all."

The plan of offering gifts at the noon-day luncheon meetings has proven very successful, and advertises the various articles offered by different members. It produces a lot of fun and adds greatly to the interest of the noon-day meetings. Vice President E. S. Barnard, of the Cleveland Ball Team offered a box at the opening game, Mr. T. H. Hatcher offered a quarter dozen Peabody & Co.'s shirts; Mrs. S. T. Davies, representing the Higgins Co., screen doors, offered a beautiful screen door; Mr. J. H. Worbs, representing the Adams-Bagnall Electric Co. offered an auto horn; Mr. E. H. Sherburne gave an auto primer.

C. N. Landon, Assoc. Ed.

## DALLAS (Texas).



Talking about the other fellow's business is the program of the day with the Rotary Club of Dallas. At each meeting recently three speakers talked on some other member's business. It is a fine idea. The difference is this—when a man talks about himself or his business, even though this is permitted and encouraged by the Rotary idea, his hearers cannot help but feel that he is "boosting his own game" or if it is not that, he is too modest to say what he should. Both these objections are eliminated under this new order of things—one member talking about a fellow member. In this way he can expatiate to his heart's desire and to the delight of all his hearers.

Among the recent talks were those by H. A. Olmsted, whose subject was the Southwest Cigar company, and its manager, Mr. E. E. Beach; M. E. Martin on the Southwest Paper company; E. T. Peter of the Texas Film Exchange, who spoke on the beautiful new Queen Theater. Other speakers were J. M. Hanna, of the Waples-Platter Grocery Co.; Fred E. Johnston; P. G. Keene, of the National Cash Register Co.; C. B. Gardner; S. C. Hill on the Multigraph; L. A. Ott; A. T. Lloyd; Dr. W. E. Howard; J. H. Miller; P. A. Johnston; C. O. Moser.

Our regular Thursday meetings continue with unabated enthusiasm and with an ever increasing attendance, as our membership continues to grow.

At the invitation of the Fort Worth Rotary Club, recently organized, the writer was sent over to represent the Dallas club by a talk on "The Principles of Rotarianism."

At a meeting of the Dallas club on April 1st, an invitation was extended to all of the members of the Fort Worth Rotary Club to attend next Thursday's meeting in Dallas as our guests. A great time is expected.

Lawrence Miller, Assoc. Ed.

## DAYTON (Ohio).

With the exception of the first Friday, our club has had a meeting every week during the month of April. While busier months have been known by the club yet individually the members have spent the busiest month ever known. Following the general slogan of "Clean Up" nearly every member has been busy at his place of business, or his home, and many at both. The transformation in our city during the past month has been wonderful. The "Open for Business" sign is seen everywhere and a general spirit of optimism prevails.

The meetings have been largely devoted to relief work looking to the best use of the splendid amounts contributed by the various clubs throughout the country. A full report in regard to this will be made later. Our club has also co-operated with the Citizens' relief

## Secure Investments for Rotarians and Others

**¶** We offer Select Oklahoma Farm Mortgage Loans bearing five and six per cent interest in large or small amounts. We are one of the oldest loan concerns in Oklahoma. We have loaned millions of dollars with no loss to any investor. We personally care for each loan during its life, remitting the holder principal and interest free of charge as the same matures.

**¶** If investments are desired investigate us through the Rotary Club here or any of the banks. Also we will furnish, on application, our investors for reference.

**¶** Write for more information.

**THORNE BROS.  
OKLAHOMA CITY -- OKLAHOMA**

E. C. THORNE, Manager and Proprietor  
Member Oklahoma City Rotary Club

**NOTICE  
TO  
FELLOW  
ROTARIANS**



## Brimful of the Best

Fill up your glass with sparkling, natural spring water, drawn from the cool depths of St. Patrick's Well in Dublin, or from the famous Cromac Springs of Belfast, and blended with the choicest of choice ginger.

Fill it brimful with the most delicious and invigorating drink that ever quenched a healthy thirst or put an edge to appetite.

At the Hotel, the Restaurant, at home, fill up your glass with—

**"C & C"**  
(Cantrell & Cochrane)  
**Ginger Ale**

EXPORTED TO ALL PARTS OF THE WORLD  
Made by CANTRELL & COCHRANE, LTD.  
DUBLIN & BELFAST  
[Estd. 1852]  
WE ARE ROTARIANS



We are offering you a new food, made from the plump rye kernels, toasted to a delicious brown.

Our thousands of repeat orders convince us that the smacking nut flavor of

## TOasted RYE FLAKES

has met with the hearty approval of the palates of the public.

These delightful flakes come ready to serve with cream and sugar.

**TRY A PACKAGE FROM YOUR GROCER**

Minneapolis Cereal Co., Minneapolis

committee in every way and has been of great assistance. The Dayton club will never forget the quick and generous response from the clubs all over the country to the appeal for assistance.

On Sunday, April 27th, fourteen teams of men, each team accompanied by several ladies, guarded the different roads, bridges and entrances to the city and exacted toll from each automobile entering the city by selling pennants at amounts varying from one to ten dollars. In this way about eight hundred dollars was realized during the day which was turned over to the Citizens' relief committee. The amount would have been much larger but for the fact that the weather was threatening.

Our club is taking an active part in the movement to secure a new charter for Dayton and the commission manager form of government. The election for the nomination of a charter committee will be held May 20th.

**W. E. Harbottle, Assoc. Ed.**

#### DENVER (Colo.).



One of the principal things attempted by the Denver Rotary Club has been a campaign for good roads. Early in the year, we held a banquet to which we invited the County commissioners of the counties adjoining Denver. At that time, all the commissioners agreed to work with us, agreeing to spend a dollar for every dollar we raised to improve the roads in their county.

Arrangements have been made through Mr. Tynan, warden of the state penitentiary, by which we get the convict labor, by simply paying the expenses without any salary. By this means, a good many miles of good roads have been completed. We also feel that when the

convicts are doing this work, they are improving their own condition. Our Mr. Ellis has worked very hard in this line and helped a great deal.

Largely through the work of the Rotary club committees, our legislature has appropriated something like one and one-half million dollars in improving the roads in the state of Colorado.

Our Mr. Jesse M. Wheelock and T. C. Hitchings have worked very hard as a committee from the Rotary Club to Denver's Protective League, an association formed to try to induce the press of the city and state to build up instead of tear down. The general feeling is that this association has done wonderful work for our state.

Dr. Ellis and Mr. Monroe, who have been working for advertising for **The Rotarian**, report that they are making good progress.

Mr. Ted Syman and Geo. E. Turner, the committee appointed to get up a badge, have submitted to the club and had it approved, a triangle shaped badge about ten inches from corner to corner, showing the Rotary emblem. One of these is to be used for each individual member with his name and business in type large enough to be read across the room. It is hung by a string around the neck. This will give each member a chance to read one another's name and business during the luncheons which are held weekly.

This committee is also working up a roster in which they proposed to have a picture of each individual member, with his name, telephone number and business. Mr. Kirkland of the Kirkland Studio has volunteered to give the committee and each member a photograph free of cost for this purpose. We proposed to have these pictures about  $1\frac{1}{2}$  inches square.

**George E. Turner, Assoc. Ed.**

#### DUBLIN (Ireland).

On March 27 Dublin Rotary Club held its second annual meeting with a dinner in the Dolphin Hotel. Those who attended must



**WM. FINDLATER,**  
President.  
Dublin Rotary's Presiding  
Officer 1913-14.



**W. A. McCONNELL,**  
Hon. Secretary,  
Dublin Rotary's Live  
Wire Recently Re-  
elected.



**J. ROBERTSON COADE**  
Hon. Treasurer of the  
Dublin Rotary Club  
since it Started.

## Records for the Sales Department



DURING June, "Y and E" System Salesmen will make a specialty of filing and record-keeping systems for Sales Departments—sales records, follow-up systems, map routing systems, general reports, referring prospects, keeping tabs on salesmen, etc. The service will be gratis. Now is the time to give the matter your attention.

Our new booklet "Watching the Sales Barometer" will give you a better idea of what we can do for you. Of great value to anyone connected with a sales department. Booklet is free. Phone for a copy, or write our nearest sales station.



480 St. Paul St. ROCHESTER, N. Y.

*"Leaders of the World" in Filing Systems and Equipment*

# CONSIGN

shipments of household goods

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# ORCUTT

Storage, Packing and Moving Company

4720-22-24-29-31-33 Easton Ave.

SAINT LOUIS

## Fire Proof Warehouses

(Member Saint Louis Rotary Club)

## Have You Something to sell to 8000 Business Men?

The **Rotarian** reaches approximately 8,000 Rotarians of the United States, Canada, Great Britain and Ireland every month.

These 8,000 business men are kindly disposed towards you, they are interested in what you are doing, they are in a receptive mood—talk to them in our advertising columns.

The cost is small when you take into consideration the select circulation, and our circulation is increasing every month.

have gone away feeling that everything was well and promising with Rotarianism in Dublin. Herewith I present our new officers.

Our new president is Mr. William Findlater, M. A. (Messrs. Alex. Findlater & Co. (tea merchants, grocers, etc., with thirteen establishments in this city and suburbs); vice-president, Mr. T. P. McKnight (City Woollen Mills); Committee: Messrs. Herbert F. Holland (Pouley's Weighing Machine); F. W. Laville (Cramer, Wood & Co., music warehouse); J. L. Stewart (mercantile stationer); Dr. Jas. W. Walsh, Graham's (chemists); Richard White (Printer); Hon. Treasurer, Mr. T. Robertson Coade (Cantrell & Cochrane, Ltd., mineral water mfrs.); and our Hon. Secretary is again the indefatigable, everlastingly-at-it, William A. McConnell.

During the year just concluded we had talks at our lunch meetings on the following topics: Coal, Vaccination, Wood boxes, Liability of husband for wife's debts, Poplin bicycles, Newspaper production, Fruit, Dentistry, Income tax, Relation between employers and employees (two talks), Standard wages, Hall marks, Elevators, Insurance, Balance sheets, Woollen trade, Trade protection societies, Agricultural buildings, Patrol scare, and Grocery trade—a pretty wide range for one year.

Membership roll is now getting towards 130. Average attendance at luncheons second half of year, 45. Largest lunch attendance so far, 64.

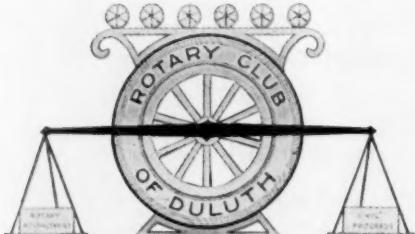
The idea behind Rotary has sunk deeper and deeper into the minds of our members with the result that Rotary means a good deal more in cash to Rotarians here today than it did twelve months ago.

Allow me, Mr. Editor, to include in my report, one very important paragraph from Hon. Secretary McConnell's annual report. He says:

"Rotarianism is now a vast international brotherhood extending with such amazing rapidity that it is difficult to keep pace with the development. Numerous Irish and British Rotarians have had practical proof that their membership constitutes a key to many business doors abroad and the members of the Dublin Rotary Club, the first established outside the Continent of North America, would do well to realize the importance of this feature of the movement."

**T. A. Grehan, Assoc. Ed.**

### DULUTH (Minn.).



It's cool in Duluth—and that goes. It's been most uncomfortably cool some of the time, but that's Duluth's way sometimes in the spring. There has been just enough heat

to remind us that the rest of the country will soon be sweltering and that Duluth will then be the most comfortable spot on the map.

Meanwhile the Duluth Rotary Club has been moving right along. New officers have been elected, as follows: President, Frank E. Randall, succeeding E. J. Filiatrault; vice-president, George A. Sherwood, succeeding M. A. Thompson; treasurer, John H. Dight, succeeding Frank E. Randall; secretary, George H. Bate, re-elected; directors, E. J. Filiatrault for three years, William Burgess and E. W. Russell for two years, and A. D. Goodman and E. F. Burg for one year.

Plenty of work is ahead for the club, for it has appointed a committee to work in conjunction with the Duluth Boat Club in the bringing in of week-end excursions during the summer months, and also a committee to prepare for another city industrial exhibit next fall. This year the exhibit will be extended to include agricultural and livestock departments.

We're also going in for a little fun on the side, and "Doc" Gillespie has been elected to get up and manage a Rotarian baseball team that we confidently hope will be able to whale anything else of its weight in the country.

One of the fruits of the Duluth Rotarians' work last year on their "home products" dinner has appeared in the shape of a movement for the boosting of Duluth-made cigars. Encouraged by this, we are going to repeat the dinner stunt, and this time it will be more appetizing and convincing than ever.

It is possible that the Duluth Rotary Club will have the honor of having Duluth's first commission government mayor chosen from its ranks. Bernard Silberstein was one of the leading candidates, and when the courts get through deciding which ballots are to be counted and which thrown out, Mr. Silberstein may find himself elected.

Social doings have attracted our attention somewhat. The ladies have been remembered with good things to eat and good music to dance to. They said they enjoyed it, and we know we did. We are getting in training for the trip to the National Convention by making occasional expeditions across the bay to Superior. Half a dozen Duluth Rotarians went over to the Superior club's "birthday meeting," and had a good time, including those who got lost on the way home. It has been proposed that the whole Duluth aggregation motor over there some time and demand hospitality. Maybe we will.

**William F. Henry, Assoc. Ed.**

### EDINBURGH (Scotland).

The Rotary Club, Edinburgh, completed the first six months of its existence early in March, and as the popular secretary, Mr. Morrow, had received a call from Liverpool to found a Rotary club there, he chose the six months' period as a suitable time to send in his resignation. Some slight delay was occasioned by the appointment of his successor, and Mr. Morrow did not leave for Liverpool until the 15th of March. His departure caused much regret, for all members held him in

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respect as an able organiser, while regarding him with personal liking as a man.

As an instance of his popularity in the club it is necessary only to mention that at the luncheon on March 13th the president, in the name of the club, handed him the sum of ten guineas in recognition of his valued services and esteemed personality. Mr. Morrow replied feelingly in a few well-expressed sentences—Morrow always speaks to the point—and he left for the south on the Saturday following bearing with him the good wishes of all Edinburgh Rotarians. From all accounts he is having success in Liverpool.

The club is now 137 strong, and the attendance at the luncheons and dinners is increasing every week, the roll amounting to never less than fifty per cent of the members, usually considerably more. At the April dinner, to take place on the 24th, inst., the entertainment is being provided on the true Rotary principle; that is, all the items on the programme are to be given by members of the club.

The strongly academic atmosphere that pervades a university city like Edinburgh imparts its tone to the "business talks" at the luncheons, and as might be expected, these are of a high order of merit. Arrangements are being made to preserve some of these for the club archives, and it is hoped in time to have a collection of business literature which will prove very valuable for future reference.

**Thos. Stephenson, Assoc. Ed.**

#### GALVESTON (Texas).

Members of the Galveston Rotary Club are finding that the benefits of the organization are far greater than any of them contemplated. The club is just getting well acquainted with itself and the members with each other as it was organized only this year and though it was a lusty youngster, considerable time was required in getting properly adjusted.

Perhaps in no town of the same size could so many different lines of business be found as in Galveston and this has resulted in bringing together in the Rotary club a cosmopolitan membership. So thoroughly has the Rotarian spirit been instilled that the membership is enthusiastic.

So far no big undertaking has been begun, the officers and board of directors thinking it advisable to lay the foundations well and be thoroughly established. The Thursday luncheons continue to be intensely interesting and profitable. There has been a distinct broadening of the views of many as to their relations to the rest of the community. The weekly bulletins, mailed to the members in time to reach them before the Thursday luncheon, are kept bright and interesting and Rotarian ideas are not neglected.

It is practically certain that a number of the local members will attend the convention of the International Association of Rotary Clubs in Buffalo, as it is likely the club will be affiliated with the association by that time. Incidentally the local club has endorsed the campaign of Houston to bring the 1914 meeting to Texas and some lively boosting is in prospect.

With Galveston and Houston only fifty miles

apart there are frequent exchanges of visits at the weekly luncheons and these have always resulted in good. The Rotary clubs of the two towns are responsible in no small degree for a minimizing of the old time rivalry and a spirit of co-operation between the towns has developed to a marked degree.

The Galveston Rotary Club is on the job to stay and there will certainly be some interesting developments.

**A. L. Perkins, Assoc. Ed.**

#### GLASGOW (Scotland).

We had our annual general meeting of the Rotary Club, 15th April, at the Grosvenor restaurant, which is the best restaurant in Glasgow. There was a most excellent turnout and Mr. Walter Laidlaw, who has been acting as vice-president for the past twelve months, was elected president by a large majority.

The retiring president, Mr. J. S. Proctor, was presented with a lapel button in the form of a Rotary wheel in gold with a diamond in the centre and suitably engraved.

Both Treasurer Millar and myself were re-elected.

The matter of arranging for a representative from this club to attend the Buffalo convention is now before the board of directors.

**G. S. Walker, Secy.**

#### HARRISBURG (Pa.).



Rotarian Hibler, president of the Brelsford Packing and Storage Company entertained the club at his packing house on the night of April 15th. This proved to be a very enjoyable as well as instructive event. The Rotarians turned out to nearly the full membership, which, with their guests, made an attendance of over 200. The boys were given the glad hand as soon as they made their appearance and were then shown to an upper room where an appetizing luncheon of cold meats, as prepared under the direction of Mr. Hibler and his assistants, was served. After the luncheon the members and guests were divided into squads and were taken through the plant. The various stages which beesves and hogs go through, from the time of their killing until they are shoved into cold storage, and the care with which they are examined by several government inspectors, proved an eye-opener as well as a surprising revelation.

The talk given by Mr. Hibler upon the general scope and the minute details of the business; his hospitality; his genial manner, and the sparing of no expense to complete the demonstration, elicited for the host comments



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indicating that he was regarded not only as a "prince of good fellows," but that his exhibition was another proof that through the medium of Rotary many prominent citizens were given an insight into the operations of a large and flourishing industry.

We have had with us for several days Mr. Jenkins, ex-president of the New York Rotary Club. He regards the Harrisburg club, conducted as it is on aggressive lines within a certain well-defined conservative scope, as a very enterprising organization.

There are several bills in process of enactment in the Pennsylvania legislature. One of these, of interest to every man who has anything to do with employees, the employers liability bill, will be discussed by Rotarian Essick at our next meeting.

Members are still being added and interest is increasing.

W. M. Robison, Assoc. Ed.

### LONDON (Eng.).



The Rotary Club, London, held their monthly meeting, May 6th, at the Trocadero restaurant, Piccadilly. It was a grand meeting, grand in numbers, grand in quality and the speeches were, well—grandiloquent.

Two new members were initiated making the total membership 82 which we consider very fair when one has to consider the educational work to be done in order to bring home to the average business man the benefits arising from Rotarianism. An attendance prize of a Roneo pencil sharpener was balloted for and won by Mr. F. Parker. After a well served and enjoyable dinner had been dealt with Mr. Henry Lewin gave an address on Business Individualism. This address was a remarkable achievement. For over an hour sixty members listened with rapt attention to an admirable discourse.

The most remarkable factor undoubtedly was that Mr. Lewin who has reached middle age was addressing a public audience for the first time in his life and it was a splendid performance. It is very unfortunate that Rotarianism was not existent in London long before, if only to have discovered Mr. Lewin at an earlier stage of his career. But it is very evident that the latent power behind Mr. Lewin which was unrecognized by even himself has now come to stay, and it is hoped we shall all hear this gentleman on many occasions.

His principal arguments when dealing with Individualism were directed against the huge combines or trusts which are the outcome of latter day commercialism. The remedies, how-

ever, for the evils of the huge aggregation of capital into the hands of the few, he did not attempt to reveal, but rather admitted that the solution would have to be discovered by a more fertile brain.

Mr. Sheldon (the one and only) had a little to say on the subject of Individualism and dealt with the matter in his own inimitable manner and when speaking of the remedy for strife between labor and capital admitted that to his mind co-partnership in its widest sense was the nearest solution he could hazard.

Mr. A. W. Glessner from the Chicago Rotary Club was unable unfortunately to be present at our club dinner but our vice-president, Mr. G. J. P. Arnold, and a few of the club members met him at an informal dinner held at the Trocadero on the Friday evening preceding our club dinner and a most enjoyable evening was spent.

We are looking forward to a good number of initiates during the remaining months of the year and if American Rotarians will bear with us in London a little while we feel sure we shall be able to show them that London will do its share in forwarding the spirit and tradition of true Rotarianism.

George Doland, Assoc. Ed.

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1904	67,262
1906	101,057
1908	128,000
1910	151,450
1911	172,000
1912	200,000

### BUSINESS GROWTH

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1902	\$ 188,370,033
1904	294,601,437
1906	504,585,914
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1910	15,116,450
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From four of the above clubs applications for affiliation have recently been received. Doubtless the applications from the others will be forthcoming within a few days.

There are probably two score other cities where the formation of Rotary clubs is under consideration by one or more men. If the officers and members of every club as well as the International Officers will take it upon themselves to look after the cities nearest to them we can go to the Buffalo convention with one hundred affiliated clubs. May was the Advertising Campaign Month. Now let us make June the Extension Month. Let us have one month of good hard closing-up work along this line.

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H. W. Stanley, 505 Sedgwick Blk., Wichita, Kansas, U. S. A.

Treasurer—R. F. Chapin, Union Trust Co., Tribune Bldg., Chicago, Ill., U. S. A.

Secretary—Chesley R. Perry, 812 Fort Dearborn Bldg., Chicago, Ill., U. S. A.

Sergeant-at-Arms—Peter E. Powers, 1414 Wabash Ave., Chicago, Ill., U. S. A.

## DIRECTORS.

### Term Expires 1913.

A. P. Bigelow, 49 Great Sutton Street, E. C., London, England.

E. J. Filiatral, c/o Mutual Auto Co., 313 West First Street, Duluth, Minn., U. S. A.

Herbert J. Hayes, Alamo Bank Building, San Antonio, Texas, U. S. A.

Glenn C. Mead, 818 Real Estate Trust Bldg., Philadelphia, Pa., U. S. A.

Mack Olsen, 254 K. P. Block, Des Moines, Iowa, U. S. A.

R. L. Queisser, Schofield Bldg., Cleveland, Ohio, U. S. A.

H. L. Ruggles, 107 N. Market St., Chicago, Ill., U. S. A.

M. Louis Wooley, 444 Market St., San Francisco, Cal., U. S. A.

### Term Expires 1914.

Eugene G. MacCan, 432 Hotel Imperial, New York City, N. Y., U. S. A.

William G. Stearns, 301 Chamber of Commerce Bldg., Tacoma, Wash., U. S. A.

## COMMITTEES 1912-1913.

## The Executive Committee.

President Mead and Directors Olsen and Fila-  
trault.

## Business Methods.

C. E. Knight, Chairman, 26 Congress St. E.,  
Detroit, Mich.

## Official Publication.

Allen D. Albert, Chairman, c/o Minneapolis  
Tribune, Minneapolis, Minn.

## Non-Resident Membership.

W. S. Aldrich, Chairman, 1105 Corby-Forsee  
Bldg., St. Joseph, Mo.

## Inter-City Trade Relations.

D. E. Perkins, Chairman, No. 414 13th St., Oak-  
land, Cal.

## Public Affairs.

Roger M. Andrews, Chairman, Citizens Trust  
and Savings Bank, Los Angeles, Cal.

## Convention Program and Topics.

John Dolph, Chairman, 816 Munsey Bldg.,  
Washington, D. C.

## AFFILIATED ROTARY CLUBS.

Each Rotary Club extends a cordial invitation to all  
visiting Rotarians to attend its meetings and to call  
upon its officers and members.

## AUSTIN (Texas).

President—R. L. RATHER, Scarbrough Building.  
Vice-President—FRED K. FISHER.  
Secretary—A. E. STELFOX, care The Stelfox Co.  
Meetings every Friday at The Driskell Hotel.

## BALTIMORE (Md.).

President—ALBERT DIGGS, Agent General Fire Ex-  
tinguisher Co., and Grinnell Automatic Sprinkler,  
510 Continental Bldg. Telephone, St. Paul 5056.  
Vice-President—GEO. W. SCHNIBBE, Member of  
Firm of McCawley & Co., Overalls Mfrs., 111-113  
E. Lombard Street, Phone St. Paul 5204.  
Secretary—H. A. ROSSMAN, Riggs-Rossmann Co., Fire  
Ins., 702 American Bldg. Phone, St. Paul 731.  
Meetings are held every Tuesday at 1 p. m. Cafe  
Room, Hotel Rennert, Liberty and Clay streets.  
Club Headquarters Hotel Rennert, Liberty and Clay  
Streets. Telephone St. Paul 1800.  
HOTEL: Rennert. The Rotary Hotel of Baltimore.  
European plan. Centrally located.

## BELFAST (Ireland).

President—HARFORD H. MONTGOMERY, F. A. I., 2  
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Vice-President—W. H. ALEXANDER, Motor Merchant,  
91 Donegall St. Phone, Belfast 122.  
Secretary—HUGH BOYD, Atkinson & Boyd, Account-  
ant, 72 High St. Phones, Belfast 2447 and 301.  
Luncheons, Monday from one to two p. m. Monthly  
Dinners at 6:30 p. m.

## BINGHAMTON (N. Y.).

President—ROBERT S. WICKHAM, Sperry & Wick-  
ham, Attorneys, 704 Press Bldg.  
Vice-President—AUSTIN S. BUMP, Art Goods, 78  
Court St.  
Secretary—P. W. SMITH, Mgr. Mutual Benefit Life  
Ins. Co., 704 Press Bldg.  
Luncheons Wednesday 12:30 to 1:30 p. m.  
Meetings last Wednesday of month at 6:15 p. m.

## BIRMINGHAM (Ala.).

President—HARRY B. WHEELOCK, Architect, 18  
Steiner Bank Bldg.  
Vice-President—J. E. SHELBY, Cable-Shelby-Burton  
Piano Company.  
Secretary—BROMFIELD RIDLEY, Sparrow Advertising  
Company, 802 American Trust Building.  
Luncheons, every Wednesday at 1 p. m. to 1:45 p. m.  
Gold Lion Cafe. Business Meetings 1st Friday of  
month at 8 p. m., Chamber of Commerce.

## BOSTON (Mass.).

President—ROBERT H. CLARK, Supt. Boston Agency,  
John Hancock Mutual Life Ins. Co., 178 Devonshire Street. Phone Main 5081.  
Vice-President—J. W. NEWTON, Mgr. Yawman &  
Erbe Mfg. Co. Office, Filing Devices, 68 Franklin Street, Phone Main 4532.  
Secretary—WM. J. SHOLAR, Prop. The Sholar Sales  
manship Service, 178 Devonshire Street, Phone Ft. Hill 1715.  
Club Headquarters 178 Devonshire Street, Room 211. Phone Ft. Hill 1715.  
Luncheons Every Wednesday at 1 p. m. Boston City Club, Beacon Street. Monthly meetings held on  
second Monday of each month at 6:30 p. m. Hotel Nottingham.  
HOTEL: Nottingham, Copley Square. Modern. European plan. \$1.50 per day and up.

## BUFFALO (N. Y.).

President—G. BARRETT RICH, Jr., Gen. Mgr. and  
Asst. Secy. Federal Telegraph & Telephone Co., 321  
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Vice-President—DAVID G. HOWARD, Pres. Delaney  
Forge and Iron Co., Forgings, 300 Perry St. Phone,  
Fron. 1332-Sen. 252.  
Secretary—WILLIAM J. CHOWN, Prop. Boyd's Short-  
hand School, Commercial Bookkeeping, Shorthand,  
Typewriting, 535 Ellicott Sq. Phone, Fron. 2889-Sen. 870.  
Meetings are held on every Thursday at 12:30 p. m.  
at Hotel Statler. Club headquarters at office of Sec-  
retary.

## CAMDEN (N. J.).

President—RALPH D. BAKER, James F. Baker Co.,  
Real Estate & Fire Insurance, 924 Broadway. Phones,  
Bell 794 L; Eastern 254.  
Vice-President—WILLIAM E. MORGENWECK, Merchant  
Tailor, 17 Broadway. Phones, Bell 584 L; Eastern 560.  
Secretary—WILLIAM CLINE, Employers' Liability and  
Automobile Insurance, 221 Market St. Phone, East-  
ern 105.  
Luncheons every Tuesday except 1st Tuesday in each  
month, 12:30 to 1:30 p. m., Peterson's Restaurant, 318  
Market St. Monthly meetings 1st Tuesday of month,  
6:00 p. m. at members' places of business.

## CHICAGO (Ill.).

President—H. A. CROFTS, Pres. Illinois Paper Box  
Co., 16 N. Ada St. Phone, Monroe 5340.  
Vice-President—GEORGE LANDIS WILSON, Pres. F.  
Cortex Wilson & Co., 323 W. Lake St. Phone, Main  
1523.  
Secretary—ALFRED A. PACKER, Ventilating Systems,  
1302 No. 19 S. La Salle St. Phone, Randolph 608.  
Club Headquarters and Secretary's Office, 1302 Associa-  
tion Building. Phone, Randolph 608. Club dinner  
2nd and 4th Thursdays, 6:30 p. m., at various places.  
Luncheon every Tuesday, 12:30 to 1:30 p. m., at  
Sherman Hotel, N. Clark & West Randolph, in the  
West Room.  
HOTEL: Virginia, Rush & Ohio Streets (North Side),  
eight minutes' walk to shopping district and theaters.

## CINCINNATI (Ohio).

President—FRANK J. ZUMSTEIN, V. Pres. Zumstein  
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First Vice-President—WM. T. JOHNSTON, Pres. The  
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Secretary—CHAS. B. WILBERDING, Tailor, 200  
Neave Bldg. Phone, Main 3922.  
Club Headquarters and Secretary's office, 206 Neave  
Bldg. Phone, Main 3922.  
Meetings held at Sinton Hotel, Assembly Room, every  
Thursday for noon-day luncheon at 12:30 p. m.

## CLEVELAND (Ohio).

President—R. L. QUEISSEER, Queisser-Bliss Co., Builders' Supplies and Brick, Schofeld Bldg. Phones, Central 4223; Main 4224.  
 Vice-President—ARCH C. KLUMPH, The Cuyahoga Lumber Co., Lumber & Boxes, 1948 Carter Rd. Phones, Central 1298; Main 5118.  
 Secretary—Wm. DOWNIE, President The Wm. Downie Co., Painting and Decorating, 1018 Prospect Ave. Phones, Main 1180; Cent. 5768 W. Club Headquarters, 510 Cleveland Athletic Club Building, Euclid Ave. Phone, Central 2631-W.  
 Luncheon every Thursday at 12 o'clock at various places.  
 Meetings held 2nd Monday of month at 6 p. m. at various places.

## COLUMBUS (Ohio).

President—DUDLEY SCOTT, Partner Barto, Scott & Co., Municipal Bonds, 302 Hayden-Clinton Bank Bldg. Phones, Bell, Main 1289; Citizens 5704.  
 Vice-President—ROBERT BURNS ALLEN, Vice-President, The Smith Agricultural Chemical Co., Fertilizers & Chemicals, Hayes and Leonard Avenues. Phones, Bell, East 906; Citizens 2966.  
 Secretary—HERBERT SHERWOOD WARWICK, Secretary-Treasurer, The C. W. Hain Safe Co., Safes, care Ohio Union, Ohio State University. Phone, Citizens 7908.  
 Luncheons second Thursday of month, 12 m., Grotto Room Virginia Hotel. Meetings 4th Thursday, at Hartman Hotel.

## DALLAS (Texas).

President—LEWIN PLUNKETT, Mgr. & Treas. C. F. Blanke Tea & Coffee Co., 2114 Main Street. Phone, Main 955.  
 Vice-President—JACOB SCHRODT, Secretary & Mgr. Marvin-Schrodt Drug Co., Elm & Live Oak. Phone, Southwestern, Main 766; Automatic Main, 1766.  
 Secretary—FRED E. JOHNSTON, Johnston Printing & Adv. Co., 1804 Jackson Street. Phone, Main 4430.

## DAVENPORT (Iowa).

President—CHARLES S. HUBER, Kuppinger-Huber Land Company, Real Estate, Lane Building. Phone 1.  
 Vice-President—HOWARD W. POWER, Secretary Water Lily Mfg. Co., Washing Machines, 1535 Rockingham Road. Phone 185.  
 Secretary—OSWALD BECKER, Travelers Ins. Co., Health & Accident Ins., 715 Putnam Bldg. Phone 4091-L.  
 Club Headquarters at office of Secretary. Meetings, Monday of each week at 12 m. at the New Kimball.

## DAYTON (Ohio).

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 Vice-President—J. A. OSWALD, President Rotospeed Co., Duplicating Machines, 5th and Norwood Streets. Telephone Main 1945.  
 Secretary—GEO. S. BLANCHARD, President Blanchard Structural Steel Co., 614 Schwind Bldg. Phone, Main 2439.  
 Meetings first Friday of each month at six-thirty p. m. Club luncheon every Friday except first Friday at twelve-fifteen at the Algonquin Hotel.

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President—T. C. HITCHINGS, Pres. Hitchings-Van Schaack Investment Co., First National Bank Bldg. Phone, Main 1880.  
 Vice-President—CHAS. W. ADAMS, Mgr. Adams Hotel, 18th and Welton Streets. Phone, Main 3350.  
 Secretary—J. H. HINE, Pres. and Mgr. Hine Desk & Fixture Co., "Under the First National." Phone, Main 8134.  
 Club Headquarters at office of Secretary. Meetings held at Denver's leading hotels and clubs every Thursday, 12:15 p. m.

## DES MOINES (Iowa).

President—B. F. WILLIAMS, President Capital City Commercial College, 10th & Walnut. Phone, Walnut 2152.  
 Vice-President—JAKE SHEUERMAN, President Capital City Woolen Mills, 8th & Market Streets. Phone, Walnut 3307.  
 Secretary—O. R. McDONALD, Mgr. Mitchell Advertising Agency, 322 Flynn Bldg. Phone Walnut 5805. Club Headquarters 322 Flynn Bldg. Phone Walnut 5805.  
 Meetings held at Savery Hotel every other Thursday.

## DETROIT (Mich.).

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 First Vice-President—HAROLD HELMER, Beecher, Peck & Lewis, Paper, Wholesale, 134 Jefferson Ave. Phones, Main 3857; City 3197.  
 Second Vice-President—W. T. GREGORY, Asst. Gen. Agt. American Ex. Co., 18 Campus Martius. Phone Main 6121.  
 Secretary—ELTON F. HASCALL, The Detroit Refining Co., Lubricating Oils, Mnfrs., 926 Majestic Bldg. Phone M-187.  
 Club Headquarters maintained at office of Secretary. Luncheon every Wednesday at Hotel Griswold at 12:30, except 2nd Wednesday in month for dinner at 6 o'clock.  
 HOTEL: Griswold, Grand River Ave. and Griswold St.

## DUBLIN (Ireland).

President—WILLIAM FINDLATER, Managing Director Alex. Findlater & Co., Ltd., 30 Upper Sackville Street. Phone 3531.  
 Vice-President—ROBERT S. SWIRLES, R. Atkinson & Co., Poplin Mnfrs., 30 College Green. Phone, 2285.  
 Secretary—WM. A. MC'CONNELL, Caledonian Ins. Co., 116 Grafton Street. Phone 2983.  
 Luncheons Mondays 1:15 to 2:15. Monthly dinners at 6:30 p. m.

## DULUTH (Minn.).

President—FRANK E. RANDALL, Clapp & Randall, Attorneys, Providence Building. Phones, Grand 1153A or Melrose 726.  
 Vice-President—GEORGE A. SHERWOOD, General Agent Minneapolis, St. Paul & Sault Ste. Marie (Soo Line), Sixth Avenue West. Phones, Grand 1914 or Melrose 14.  
 Secretary—GEORGE H. BATE, Supt. Duluth Office, The Bradstreet Company, 503 Fidelity Building. Phone, Grand 644 or Melrose 628.  
 Club Headquarters maintained at office of Secretary. Dinner every Monday at Elk's Club at 6:15, except every second Monday in month for luncheon at 12:30.

## EDINBURGH (Scotland).

President—R. W. PENTLAND, Music Seller, 24 Frederick St. Phone, Central 2308.  
 Vice-President—J. B. DOBBIE, Royal Bank of Scotland, 59 Queen St. Phone, Central 6593.  
 Secretary—THOMAS STEPHENSON, Pharmacist, Editor of "The Prescriber," 137 George St. Phone, Central 2387.

## GLASGOW (Scotland).

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 Vice-President—COLIN YOUNG, I. M., 124 St. Vincent St. Phone, Argyle 768.  
 Secretary—G. S. WALKER, Mgr. Smith-Premier Type-Writer Company, 44 St. Vincent Place. Phone, City 7229.

## HARRISBURG (Penn.).

President—WM. M. ROBISON, Local Manager Ins. Co. of North America, Fire Ins., 406 Telegraph Bldg. Phone, Bell 2072.  
 Vice-President—RALPH W. DOWDELL, Sales Mgr. Burroughs Adding Machine Co., 303 Calder Bldg. Phone, Bell 3088.  
 Secretary—HOWARD C. FRY, Coal & Wood (Retail), 9th & Market Streets. Phone, Bell 2129.  
 Club Headquarters at office of Secretary. Meetings held on 1st and 3rd Monday of month at various places.

## HARTFORD (Conn.).

President—CLARENCE M. RUSK, Special Agt. Traveler's Ins. Co., 700 Main St. Phone, Charter 1930.  
 Vice-President—SHIRAS MORRIS, Secretary and Treasurer Hart & Hegeman Co., Electrical Appliances, 342 Capitol Ave. Phone Charter 2631.  
 Secretary—W. H. ROURKE, Treas. & Mgr. The E. Tucker Sons Co., Paper & Twine, 66-68 Allyn St. Meetings held 2nd Wednesday of each month at various hotels.

## HOUSTON (Texas).

President—ROBT. H. CORNELL, Adv. Mgr. Houston Chronicle, Chronicle Bldg. Phones, Preston 8000; Automatic, A. 2113.

## "Come and See Us," Says Every Rotary Club

Vice-President—JOHN H. FREEMAN, Secretary Houston Title Guaranty Co., Stewart Bldg. Phone, Preston 1156.

Secretary—HERBERT C. MAY, Mgr. Stomers Co., Printers & Multigraphers, Ground Floor, Stewart Building. Phone, Creston 80; Automatic A. 4888.

Luncheon and Meeting every Friday at 1 o'clock, Banquet Hall (10th Floor), Hotel Bender.

HOTEL: The Bender. Fireproof. Modern. European. \$1.50 to \$3.00. B. S. Swearingen, Managing Director.

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Vice-President—HARRY A. TYSON, Rumford Baking Powder Company.

Secretary—GEORGE B. WRAY, Wm. B. Burford Mfg. Stationer, 38 and 40 S. Meridian St.

Luncheons every Tuesday at 12:30 to 1:30 p. m. at Claypool Hotel, except the 2nd Tuesday of each month when evening meeting is held at various places.

### JACKSONVILLE (Fla.).

President—GEORGE W. CLARK, President The Geo. W. Clark Co., Real Estate Investments, Clark Bldg. Vice-President—H. B. MINIUM, Manager Armour & Co., 310 West Bay St.

Second Vice-President—FRANK O. MILLER, Pianos and Violins, 419 West Bay St.

Secretary—CLIFFORD A. PAYNE, Fire Insurance, Biseb Bldg.

Headquarters, 202 Clark Bldg.

Luncheons 2nd and 4th Tuesday at one o'clock, Aragon Hotel. Evening meeting 3rd Tuesday at 6:30 p. m., Aragon Hotel.

HOTEL: Aragon, Forsyth and Julia Streets, American and European plans. Strictly modern throughout.

### KANSAS CITY (Mo.).

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Vice-President—S. C. BLACKBURN, A. B. C. Storage & Van Co. Moving, Packing & Storage, 8th and Troost St. Phone, M. 5888.

Secretary—OTTO WITTMANN, Mgr. K. C. Auto Supply Co. Automobile Supplies, 1504 Grand Ave. Phone, Bell, G. 3181; Home, M. 3181.

Luncheon every Thursday from 12:30 to 2 p. m. Round Table Luncheon every day, Hotel Baltimore.

### LINCOLN (Neb.).

President—F. C. ZEHRUNG, Prop. Zehrung Posting Service, Oliver Theatre. Phone, B1234; Bell No. 8.

Vice-President—R. O. CASTLE, Senior member of firm of Castle, Roper & Matthews, Undertakers & Embalmers, 1319 N. St. Phones, Auto, B1746; Bell 746.

Secretary—W. E. MORLEY, Secretary Lincoln Fuel & Feed Co., 1630 O St. Phone, Auto, B1338; Bell 338.

Club Headquarters at office of Secretary.

Meetings every Monday noon at Lincoln Hotel.

### LONDON (England).

President—G. J. P. ARNOLD, Messrs. Percy Edwards, Ltd., Jewellers, 71 Piccadilly, W. Phone, Gerrard 3872.

Vice-President—E. T. WEBB, London Joint Stock Bank, Ltd., Charterhouse Street, E. C. Phone, City 7681.

Secretary—E. SAYER SMITH, The Initial Carrier Co., 49 Gt. Sutton St., E. C. Phone, Holborn 5847.

### LOS ANGELES (Calif.).

President—ROGER M. ANDREWS, Citizens Trust & Savings Bank, Trust Dept., 308-310 South Broadway. Phones, Home 10991; Sunset, Main 1010.

Vice-President—WALTON J. WOOD, Attorney-at-Law, Davis, Lantz & Wood, 408 Bullard Block. Phones, Home A1228; Sunset Main 1228.

Secretary—WILL STEPHENS, Fire Insurance, 314 Security Bldg. Phones, Home F. 5543; Main 1304.

Club Headquarters at Secretary's office. Club meets every Friday for luncheon at Union League Club, 2nd and Hill.

HOTEL: Hollenbeck, Spring and Second Sts., 500 Rooms, 300 Baths. Rates, \$1.00 and up. Excellent Cafe.

### LOUISVILLE (Ky.).

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Vice-President—A. S. RICE, President Southern National Bank, 322 W. Main Street, Phone Home, City 433.

Second Vice-President—ENOS SPENCER, Spencerian Commercial School, Phone Home, City 2986.

Secretary—C. H. HAMILTON, Gen'l Agt. Sheldon School, 400 Walker Bldg. Phone Home, City 6011. Club Headquarters at office of Secretary.

Meetings held twice a month—on the second Tuesday evening at dinner and on the fourth Tuesday noon at luncheon at various places.

### MANCHESTER (England).

President—W. H. BURGESS, 36 Fountain Street. Vice-President—JOHN MASTERS, 22 Oxford Road. Secretary—CHAS. B. PENWARDEN, 22 Cannon Street.

### MILWAUKEE (Wis.).

President—E. D. HAVEN, Darling Land & Lumber Company, 8 Mack Block. Phone, Main 3357.

Vice-President—G. C. DEHEUS, Dennison Manufacturing Company, Mack Block. Phone, Main 111.

Secretary—CAESAR D. MARKS, American Surety Co. of N. Y., Surety Bonds and Undertakings, 218 Wells Building. Phone, Main 2543.

Club Luncheons held every Wednesday at the Hotel Pfister, 12:15 p. m.

### MINNEAPOLIS (Minn.).

President—ORRIN M. CORWIN, Vice-President Wells & Dickey Co., Farm Loans, Municipal Securities, First floor McKnight Bldg. Phone, Nicollet 4200.

Vice-President—HARRY R. SHEPARDSON, Manager Loose-Wiles Biscuit Co., 701 Washington Ave. N. Phones, Main 926; Center 2850.

Secretary—ALLYN K. FORD, Partner Luther Ford & Co., mfg. Mrs. Stewart's Bluing, 331 Second Ave. N. Phone, Main 1601.

Club Headquarters at Secretary's office.

Luncheon every Friday at 12:30 at Hotel Radisson, Seventh Street, near Nicollet Avenue. Minneapolis most up-to-date hotel.

### NEWARK (N. J.).

President—ISAAC B. KILBURN, Mgr. Division "B" Prudential Insurance Company, Prudential Building Phone, Market 4000.

Vice-President—A. STONELAKE CASE, 671 Broad St.

Secretary—C. L. JOHNSTON, Asst. Mgr. Steger & Sons Piano Mfg. Co., 741 Broad St. Phone, Market 238.

### NEW ORLEANS (La.).

President—GARLAND WOLFE, Real Estate, 824 Common St.

Vice-President—DR. J. F. OECHSNER, Physician, 821 Macheza Bldg.

Secretary—WM. J. BOVARD, Insurance, 902 Hennen Bldg. Phone, Main 633.

Club Headquarters at 902 Hennen Bldg. Meetings held 2nd Tuesday of month at 6 p. m. for dinner and 4th Tuesday at 8 p. m. at the office or establishment of one of its members.

### NEW YORK (N. Y.).

President—WALTER C. GILBERT, Harlem Storage Warehouse Co., 211 East 100th St. Phone, Lenox 850.

Vice-President—RICHARD BURR, Gen. Auditor, Wells Fargo & Co., Express, 51 Broadway. Phone, Rector 400.

Secretary—CLARENCE W. BRAZER, Brazer & Robb, Architects, 1133 Broadway. Phone, Madison Square 3991.

Club Headquarters: Hotel Imperial, Broadway and 32nd.

Weekly Dinners, Tuesday evenings (except 1st Tuesday) at Hof Brau Haus, 6:00 p. m. Monthly Dinners 1st Tuesday of each month at the Imperial Hotel.

### OAKLAND (Calif.).

President—ROBERT ROBERTSON, Partner Cape Ann Bakery, 575 Twelfth St. Phones, Oakland 128; Home A-1280.

Vice-President—D. E. PERKINS, Sales Mgr. Burroughs Adding Machine, No. 414 13th St. Phones, Oak 7525; Home A-5485.

Secretary—D. L. ARONSON, Mgr. Cahn, Nickelsburg & Co., Shoe Mfg., 1126 Brush St. Phone, Oakland 8455.

Club Office, 414 Security Bank Bldg. Phone, Lakeside 287. Meetings every Thursday at 12:30 at Hotel Oakland.

### OKLAHOMA CITY (Okla.).

President—PAUL M. POPE, Bennett & Pope, Attorneys, Colcord Building. Phone, Walnut 4776.

Vice-President—FRANK H. RICE, Oklahoma City Building & Loan Asso., 18 North Robinson. Secretary—EUGENE WHITTINGTON, Member Firm Whittington & Steddom, Ins. Agency, 400-6 Insurance Bldg. Phone, Walnut 3805. Meetings held on Tuesday of each week, 12:15 p. m. at the Skirvin Hotel. Club Headquarters are the Secretary's office.

## OMAHA (Neb.).

President—DANIEL BAUM, Jr. Mgr. Baum Iron Co., 13th and Harney Streets. Phone, Douglas 131. Secretary—TOM S. KELLY, Gen. Agt. Life Dept. Travelers Ins. Co. of Hartford, 1331 City National Bank Bldg. Telephone, Douglas 861. Meetings are held at noon in the Rathskeller of the Henshaw Hotel each Wednesday noon except the last Wednesday of the month when the meeting is at 6 p. m., same location. HOTEL: New Henshaw, 15th & Farnam Streets. Fireproof. Strictly firstclass. European plan.

## PHILADELPHIA (Penn.).

President—E. J. BERLET, Maxwell & Berlet, Jewelers, S. E. Cor. 18th & Walnut Sts. Phone, Bell, Locus 2000.

Vice-President—H. B. HATCH, Royal Electrotype Co., 620 Sansom St. Phone, Bell, Walnut 1731.

Secretary—CHARLES A. TYLER, Mgr. Bartlett Tours Co., Tourist Agents, 200 South 13th St. Phone, Bell, Walnut 2491.

Regular luncheons at the Bingham Hotel on Wednesdays, 12:30 to 1:30 p. m. Club headquarters, 200 South 13th St.

Regular monthly dinners at Kugler's, 1412 Chestnut Street on the third Tuesday of each month at 6:30 p. m.

## PITTSBURGH (Penn.).

President—THOS. H. SHEPPARD, Secy. & Treas. Arbutnott-Stephenson Co., 801 Penn Ave. Phone, Grant 534.

First Vice-President—ROBERT MUNROE, Jr., Vice-President R. Munroe & Son Mfg. Corp., Iron and Steel Tanks, 23rd and Smallman Streets. Phone, Grant 600.

Second Vice-President—DAVID C. FARRAR, Pres. The Farrar Adv. Co., Diamond Bk. Bldg. Phone, Court 867.

Secretary—P. S. SPANGLER, 547 Liberty Ave. Club luncheons held every Wednesday at Fort Pitt Hotel.

## PORTLAND (Ore.).

President—C. V. COOPER, Mgr. Castilloa Rubber Co., 813 Chamber of Commerce. Phone, Main 4809.

Vice-President—J. C. ENGLISH, J. C. English Co., Lighting Fixtures, 128 Park St. Phones, Main 2479, A. 3747.

Secretary—J. L. WRIGHT, President & General Mgr., Portland Printing House Co., 388 Taylor St. Phone Main 6201-2281.

City Office Room 2, Commercial Club Bldg., W. L. Whiting Assistant Secretary.

Weekly luncheons held every Tuesday at 12:30 p. m. Commercial Club.

## PROVIDENCE (R. I.).

President—J. B. LEEMAN, Manager Browning, King & Co. Men's and Boys' Clothing, Furnishing, Etc., 212 Westminster St. Phone, U-1285.

Vice-President—E. R. DAVENPORT, Sales Mgr. Narragansett Electric Light Co., 170 Westminster St. Phone, U-741.

Secretary—E. L. MORRIS, Prop. E. L. Morris & Co., Office Furniture, 48 Weybosset St. Phone, U-1214. Daily and Wednesday luncheons at Perkins' Restaurant.

## PUEBLO (Colo.).

President—J. WILL JOHNSON, Sec'y Colorado Laundry, 100-111 W. 3rd St. Phone, Main 18.

First Vice-President—H. A. BLACK, Physician & Surgeon, 1 Pope Block. Main 331.

Second Vice-President—W. F. RABER, Gen. Mgr. Arkansas Valley Ry., Lt. & Power Co., 102 Victoria Av. Secretary—B. F. SCRIBNER, Pres. Franklin Press Co., 112-114 W. 3rd St. Phone, Main 95.

Club Headquarters at office of Secretary. Weekly meetings every Monday at 12:15 p. m. Monthly meetings third Tuesday in each month, at 7 p. m. at the Vail or Congress Hotels.

## ROCHESTER (N. Y.).

President—SETH C. CARPENTER, Agt. Travelers' Insurance Co., 508-521 Granite Bldg. Phone, 1652.

Vice-President—S. D. BURRITT, Jeweler, 104 State St. Phone, Stone 3849. Secretary—C. G. LYMAN, Prop. Lyman's Letter Shop, Duplicate Letters, 75 State St. Phone, Stone 6190. Club luncheons every Tuesday, 12:30 to 1:30 p. m., at Hotel Rochester.

## SALT LAKE CITY (Utah).

President—L. D. FREED, Vice Pres. Freed Furniture & Carpet Co. Furniture & Carpets, 18 3rd S. Phone Exchange 20.

First Vice-President—GEO. A. STEINER, Gen. Mgr. American Linen & Towel Supply Co., Linen & Towel Furnishers, 33 E. 6th S. Phone, Exchange 241.

Second Vice-President—F. S. MURPHY, Pres. F. S. Murphy & Co. Wholesale Lumber Dealers, 501 Boyd Bk. Bldg. Phone, Exchange 9.

Secretary—SAMUEL R. NEEL, Samuel R. Neel & Co. Mining Stock Brokers, 1004 Newhouse Bldg. Phone, Wasatch 904.

Meetings held 1st Tuesday of month. Club luncheons every Tuesday of month except first Tuesday at the Hotel Utah.

## SAN ANTONIO (Texas).

President—HERBERT J. HAYES, Texas Title Guaranty Co. Abstract & Title Guaranty, Alamo Bank Bldg. Old Phone, 2468; New Phone, 416.

Vice-President—HARRY L. MILLER, J. H. Kirkpatrick Co., Real Estate—City, 417 Navarro St. Old Phone, 89; New Phone, 344.

Secretary—C. H. JENKINS, Bradstreets Co., Commercial Agencies, City National Bank Bldg. Both Phones, 355.

Luncheons held on Friday at the St. Anthony.

## SAN DIEGO (Calif.).

President—JAY F. HAIGHT, Haight Adv. Agency, 214 American Nat'l Bank Bldg. Phones, Home 3331; Sunset Main 840.

Vice-President—EARL A. GARRETTSON, Surety Bonds, 518 Union Bldg. Phones, Home 4425; Sunset Main 4442.

Second Vice-President—GEO. W. COLTON, President of The Auto Tire Co., 5th & A. Phones, Sunset Main 346; Home 4445.

Secretary—FRANKLIN M. BELL, 518 Union Bldg. Phones, Home 4425; Sunset Main 4442.

Club Headquarters at office of Secretary. Meetings are held at Rudder's Grill every Thursday at 12:10.

HOTEL: del Coronado, Coronado Beach. American plan, \$4 per day and up.—John J. Herman, Mgr.

## SAN FRANCISCO (Calif.).

President—H. R. RASFORD, Ruud Automatic Water Heater Co., Ruud Heaters, 428 Sutter St. Phone, Kear 4435.

Vice-President—T. H. DOANE, Pacific Coast Paper Co., Printing, Writing & Wrapping Paper, 545 Mission St. Phone, Kear 3730.

Secretary—R. R. ROGERS, Pres. R. R. Rogers Chemical Co., Mfrs. Specialties for Physicians and Drugists, 527 Commercial St. Phones, Kearney 150; C. 1505.

Club Headquarters at 803 Humboldt Bank Bldg. Phone, Douglas 1363.

Weekly luncheons, Tuesdays, 12:15 to 1:15 p. m., Techau Tavern, Powell and Eddy Streets.

HOTEL: St. Francis, Union Square, San Francisco. Rates, \$2.00 per day and upward. European plan.

## ST. JOSEPH (Mo.).

President—CLAUDE MADISON, Mgr. St. Joseph Coal Co., 302 S. Fifth St. Phone, Bell 520.

Secretary—W. S. ALDRICH, Partner of the Firm, Eckel & Aldrich, Architects, 1105 Corby-Forsee Bldg. Phone, Bell 62.

Meetings of the club are held on the 1st and 3rd Tuesdays of every month at Robidoux Hotel.

## SAINT LOUIS (Mo.).

President—A. R. STAFFORD, Vice-President Monarch Laundry Co., 2719 Franklin Ave. Phones, Bell, Bonmont 1007; Kinlock, Central 357.

First Vice-President—J. O. CHENOWETH, President J. O. Chenoweth Dyeing & Cleaning Co., Cleaning & Dyeing, 1416 Washington Ave. Phones, Main 528-29-30; Central 1540-41.

Second Vice-President—W. N. CHANDLER, Secretary and Treasurer Cleaner Mfg. Co., 2842 Olive St. Phones Bonmont 42; Central 4636.

## There Are Now Seventy-Nine Rotary Clubs

Secretary—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1751. Club Headquarters 411 Olive St. Phone, Bell, Main 1751.

Club luncheons every Thursday at 12:30, except 1st Thursday of month, at 6:30 p. m. at various hotels and cafes.

## ST. PAUL (Minn.).

President—CLARENCE C. GRAY, Hay and Grain Commission, 116 East Third St. Phones, Cedar 1500; Tri-State 752.

Vice-President—W. B. WEBSTER, Prop. St. Paul Steam Laundry Co., Laundry, 289 Rice St. Phone, Cedar 040.

Secretary—JAMES H. LEE, Prop. James H. Lee & Co., Agency, High-Grade Office and Sales Help, 1617 Pioneer Bldg. Phones, Cedar 6060; Tri-State 2089.

Club Headquarters at Secretary's office. Meetings usually held on Tuesday at various clubs and hotels.

## SEATTLE (Wash.).

President—E. L. SKEEL, Attorney, 1000 Alaska Bldg. Phones, Main 6511; Ind. 1043.

Vice-President—JOHN E. PRICE, Banker & Broker, 906 Hoge Bldg. Phone, Main 2364.

Secretary—L. F. ALLEN, 237 Rainier-Grand Hotel. Club Headquarters at office of Secretary. Meetings held at the Rathskeller every Wednesday at 12:15 p. m.

## SIOUX CITY (Ia.).

President—LEONARD O'HARROW, Retail Shoes, 902 4th St. Phone, Auto. 1715.

Vice-President—ROBERT W. HIUNT, Gen. Mgr. Phillip Bernard Co., Mfrs. Non-Freezable, Sanitary, Stock-Watering Systems. Phone, Bell 1530.

Secretary—JNO. O. KNUTSON, Merchandise Broker and Manufacturers' Agent, 516 Fifth St. Phones, Bell 415; Auto. 1026.

Luncheons every Monday at 12:15. Evening meetings 3rd Monday of each month. Luncheons rotate between The West, The Martin and The Jackson Hotels, evening meetings at The Martin or The West Hotels.

## SPOKANE (Wash.).

President—LAWRENCE JACK, Lawyer, 610 Hyde Bldg. Phones, M. 3008; M. 8610.

First Vice-President—W. C. SCHUPPEL, Mgr. Underwood Typewriter Co., Typewriters & Supplies, 114 Stevens St. Phones, M. 332; M. 3478.

Second Vice-President—H. W. NEWTON, Vice-Pres. Guernsey-Newton Co., Fire Ins., 201 Eagle Bldg. Phones, M. 442; Glen. 848.

Secretary—CHESTER WYNN, 425 Eagle Bldg. Phone, Main 107.

Meetings held every Thursday at 12:15 p. m. at The Hall of the Doges, Davenport's.

## SUPERIOR (WIS.).

President—CLARENCE J. HARTLEY, Firm Hanitch & Hartley, Lawyers, First National Bk. Bldg. Phone Ogden 114D.

Vice-President—GEORGE YALE, Treas. Yale Laundry Co., Residence 1418 Ogden Ave. Phone, Ogden 215.

Secretary—J. C. CROWLEY, Mgr. People's Telephone Co., Residence 1116 Twelfth St. Phone Ogden 901.

Club Headquarters Hotel Superior. Phone Ogden 224. Meetings each Wednesday at 6:15 p. m. at Hotel Superior unless otherwise ordered.

## SYRACUSE (N. Y.).

President—S. H. COOK, Sales Mgr. Brown-Lipe-Chapin Co., Auto Gear Manufacturing, W. Fayette St. Phone 7785. Residence 502 Walnut Ave.

Vice-President—THOS. K. SMITH, Attorney-at-Law, 58 Weiting Bld. Phones, 3429-J. 2614-W.

Secretary—FRANK W. WEEDON, Entertainer, 36 Grand Opera House Block.

Meetings each Friday at 12:15 p. m., excepting one Friday each month, which is an evening meeting with some special entertainment, at the Onondaga Hotel Rathskeller.

## TACOMA (Wash.).

President—R. H. CLARKE, Treasurer Wheeler, Osgood Co., Mfrs. Doors, Sash, Finish Lumber & Cabinet Work, Tide Flats. Phone, M525.

Vice-President—JOHN C. STANTON, Gen. Agt. United States Fidelity & Guaranty Co., Surety Bonds & Casualty Ins., Savage-Scofield Bldg. Phone, M911.

Secretary—WM. G. STEARNS, President Stearns Bldg. & Investment Co., Real Estate, 301-2 Chamber of Commerce Bldg. Phone, Main 543.

Club Headquarters at office of Secretary. Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

## TOLEDO (Ohio).

President—CHAS. S. TURNER, President and Mgr. Moreton Truck & Storage Co., 23 Huron St. Phone Home 890.

First Vice-President—GEO. E. HARDY, Pres. and Mgr. Hardy Paint & Varnish Co., Oakwood & Hoag. Phone, Home 6X28.

Second Vice-President—IRVING B. HIETT, Pres. Irving B. Hiett Co., 612-614 Madison Ave. Phone, Home 7765.

Secretary—HERBERT H. STALKER, Secretary The Miller Adv. Co., 834 Nasby Bldg. Phone, Home 7446; Club Headquarters 534 Nasby Bldg. Phone, Home 7446; Bell 2590.

Meetings held from 12:15 to 1:15 on Friday in a special room at Toledo Commerce Club. Monthly meeting held on the third Tuesday of the month at such places as may be arranged for.

## TORONTO (Ont.).

President—W. A. PEACE, Dist. Mgr. Imperial Life Assur. Company, 22 Victoria Street.

Vice-President—R. W. E. BURNABY, Real Estate Broker, Imperial Life Building.

Secretary—G. D. WARK, Secretary The Office Specialty Mfg. Co., Ltd., 97 Wellington Street, W. Meetings Wednesday of each week at 1:10 p. m. at McConkey's Restaurant, 29 King St. W.

## VANCOUVER (B. C.).

President—G. S. HARRISON, Merchants Bank of Canada, Phone, Sey. 9450.

Vice-President—W. E. BURNS, Lawyer, Winch Bldg. Phone, Sey. 4774.

Secretary—Q. P. EMERY, Richmond Paper Company, 857 Beatty St. Phone 7360.

Meetings Tuesday at 12:30 p. m. sharp, Hotel Elysium.

## WASHINGTON (D. C.).

President—JOHN DOLPH, Supt. Metropolitan Life Ins. Co., 816 Munsey Bldg. Phone, Main 3271.

Vice-President—JOSEPH M. STODDARD, member of Firm Cook & Stoddard Co. Automobiles, 1138 Conn. Ave. Phone, North 7810.

Secretary—GEORGE W. HARRIS, Photographer, 1311 F St., N. W.

Luncheons held at the Ebbitt House, 14th and F Sts. N. W., phone, Main 5035, 2nd and 4th Fridays of each month.

## WICHITA (Kans.).

President—HARRY W. STANLEY, Life Insurance, 500 Sedgwick Block. Phone, Douglas 1471.

Vice-President—M. E. GARRISON, Pres. Hauser-Garrison Dry Goods Co., 704 East Douglas St. Phone, Market 1440.

Secretary—GEO. H. PUTNAM, Gas Tractors, Mgt. Hart-Paar Co., 316 S. Wichita St. Phone, Market 215. Meetings of club held on third Monday of each month (except July and August) at the Kansas City Club, at 6:30 p. m.

Luncheons semi-monthly, on Wednesday, at 12:30 p. m. either at Hamilton Hotel or Y. M. C. A. Rooms.

## WINNIPEG (Man.).

President—L. J. RUMFORD, Vice-President & Managing Director of Rumford Sanitary Laundry Co., Ltd. Cor. Wellington & Home. Phone, Garry 400.

Vice-President—J. F. C. MENLOVE, Manager The Dominion of Canada Guarantee and Accident Co., 700 Somerset Building. Phone, Main 2075.

Secretary—C. J. CAMPBELL, Security Land Co., 8 Bank of Hamilton Chambers. Phone, Main 870.

Weekly luncheons held every Tuesday at 12:30 at the Travellers Club. Regular monthly meetings are held at the same place on the second Wednesday of each month at eight o'clock p. m.

## WORCESTER (Mass.).

President—R. H. WHITNEY, Treas. B. F. Marsh Co. Building Materials, 22 Garden St. Phone, Park 986.

Vice-President—EDW. B. MOOR, Partner Bonney & Moor, Brokers, 340 Main St. Phone, 5570.

Secretary—C. H. STODDARD, Pres. C. H. Stoddard Rubber Tire Works, Auto Tires, 120 Commercial St. Phone, Park 5382 or Park 5919.

Luncheons Thursday at 1:00 p. m. Putnam & Thurston's Restaurant. Meetings 3rd Monday in each month, excluding July and August, at 6:30 p. m. at various hotels.

# The Rotary Club of Dayton

Wishes to announce that Dayton is, as heretofore, the Gem City of the Middle West—**A Gem City**—Yes! One of the first WATER!

¶ We are better Rotarians than ever before—We know what it means to help the other fellow—

¶ We also know what it means to be helped—and we take this opportunity to acknowledge the many messages of sympathy and offers of substantial assistance from Rotarians everywhere—

¶ We take pardonable pride in calling your respectful attention to the following pages of our members' advertisements.

SCOTT PIERCE  
President

J. A. OSWALD  
Vice-President

CHAS. W. SLAGLE  
Treasurer

GEO. S. BLANCHARD  
Secretary

We are Open  
for  
Business

# We Have Nothing to Sell To ROTARIANS

Unless you come to Dayton, which you WILL—sometime.

In the meantime you can help us most by carefully reading the advertisements of DAYTON ROTARIANS in this issue, and then send in your order.

If what you want is not advertised, send your order anyway, because if anything is worth while making, it is MADE IN DAYTON.

\* \* \*

E. D. KRAMER,  
Kramer-Hadeler Co.,  
Retail Hardware.

GEO. F. KRUG,  
Krug's Sunlight Bakeries.

H. E. ALLEN,  
Commercial Manager,  
Bell Telephone System.

J. F. HARTLEIB,  
The Platt Iron Works Co.

THOS. McGEE,  
Accident Insurance.

SHERMAN LANE,  
Wall and Lane  
Public Accountants.

A. F. SIEBERT,  
Sales Agent  
National Cash Reg. Co.

HORACE M. FRANK,  
Manager,  
Heiss Company—Florists.

M. J. SCHWAB,  
Cigars.

J. F. GALLAHER,  
Druggist.

*"Members Dayton Rotary Club"*

## A Page of Aphorisms Washed Up by The Dayton Flood

"Dayton securities are waterproof—before, during and after the flood"—JAMES R. WOODHULL, Conservative Investment Securities, Schwind Bldg., Dayton, Ohio.

“Live in Dayton, Buy in Dayton, Die in Dayton”—O. G. STOUT, Osteopathist, Conover Bldg., Dayton, Ohio.

“‘Utopia rose tinted spectacles,’ a positive cure for the most aggravated case of ‘Groucho-Pessimistico’ enlarges the bank account and makes Pork and Beans taste like ‘Filet of Beef with Mushrooms.’ Every cloud hereafter drifting over Dayton will have a golden lining”—J. C. EBERHARDT, Rotarian Opticus, Reibold Bldg., Dayton, Ohio.

“The Promise the Dove gave to Noah, is the promise Dayton gives to the World”—C. L. G. BREENE, Rotarian Tailor, Conover Bldg., Dayton, Ohio.

“Dayton has been here over a hundred years. A little thing like a flood can't put us out of business now”—GAYLORD C. CUMMIN, Civil Engineer.

“Pull and Plug for Dayton”—D. G. PORTER, Rotarian Dentist, 808 Reibold Bldg., Dayton, Ohio.

“Dayton has had what everybody and everything needs occasionally—a bath. She will emerge from this bath however, cleansed, purged and refreshed and after a short nap, will awaken and behold as a direct result of the baptism—a new form of city government—the only remedy which could ever inject vitality and life into a sick and moribund Dayton. Yours for a great future”—H. H. HERMAN, Rotarian Physician, Reibold Bldg., Dayton, Ohio.

“Dayton paused—for a moment and went on.  
Her heroes and martyrs are history.  
Yesterday beautiful  
Tomorrow magnificent.”

—GEO. C. TOWLE of the People's Railway Company.

“Watch us come back under the Commission Manager Plan of Government”—LEE WARREN JAMES, Rotarian Attorney, etc.

“No great progress was ever made without some blood shed or a little inconvenience. We have had the inconvenience—now watch our progress”—SCOTT PIERCE, Resident Agent, The Connecticut Mutual Life Insurance Company.

# The Burroughs Adding Machines in the Dayton Flood

The photo reproduced below shows the start-off in the collection of Burroughs Adding Machines damaged by the flood in Dayton.

In the automobile are: Rotarian W. H. Riggle, Manager of the Company's Cincinnati Branch Office; Rotarian Tom S. Hoskot, Mr. Riggle's right hand man at Dayton, besides Dwight Davis, Manager of the Inspection Service Department at the Home Office in Detroit, and two local inspectors.

Mr. Riggle left Cincinnati for Dayton immediately after the flood broke and spent five days looking for Mr. Hoskot, who was in the most dangerous part of the flood, cut off from communication.

In the meantime Mr. Riggle had ordered a large stock of machines to be used as "loans" pending the cleaning and repairing of damaged machines, and Mr. Davis had arrived on the

scene with extra inspectors, making most of the trip from Detroit in an automobile.

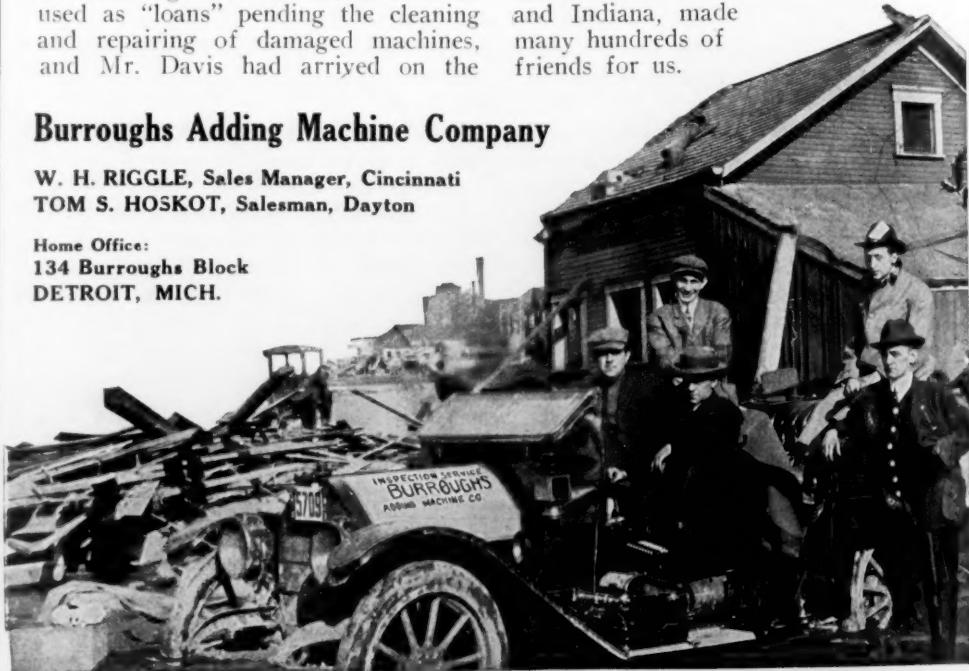
Every adding machine reached by the water was filled with rust and mud. The two machines on the running board of Mr. Riggle's automobile in the illustration below show what the water did to them. The new clean machine at Mr. Hoskot's feet is one of the machines loaned to Burroughs Users pending repair of damaged machines.

Burroughs Users were delighted with this service. It was unexpected because emergencies such as this flood could not be written into guarantees, and the prompt service, we were able to give, not only in Dayton, but at the fourteen service stations all over the flood district in Ohio and Indiana, made many hundreds of friends for us.

## Burroughs Adding Machine Company

W. H. RIGGLE, Sales Manager, Cincinnati  
TOM S. HOSKOT, Salesman, Dayton

Home Office:  
134 Burroughs Block  
DETROIT, MICH.



Rotarian Riggle at the wheel; Rotarian Hoskot at his side; Dwight Davis, head of Burroughs Inspection Service, sitting on the back of the rear seat with his military pass under his hat band.

# No Legitimate Use to Which You Can Put Your Car Is Too Severe for **DELCO** Equipment---



**Delco** Engineers realized in the initial stages of Electrical Cranking and Lighting development that an entirely new type of electrical apparatus would be required to meet the extraordinary demands of automobile service.

Electrical appliances made for stationary uses would not do—they were not sturdy enough.

A system of road testing was inaugurated—testing vastly more severe than the use to which any automobile is subjected by its owner. Every piece of apparatus must stand up under these tests before it is good enough to become a part of **Delco** equipment.

Up to that time electrical appliances had never been made that would stand such usage. Electrical experts declared that **Delco** standards were too high—they could not be reached in actual practice.

But they were reached. And they are being maintained.

That is why over 30,000 **Delco** equipped cars are giving such wonderful service to over 30,000 delighted owners.

We have a new book illustrating the recent flood at Dayton—and telling the story from the **Delco** angle. Shall we send you a copy?

**The Dayton Engineering Laboratories Company**  
DAYTON, - OHIO.

## THE ROTARY MOVEMENT

of the



## ROTO SPEED

Duplicating Machine

should be of interest to YOU --- A Rotarian

Every Rotary Club should use one—use it to advantage as the Dayton Rotary Club does—for quickly producing copies of its typewritten notices, postals, invitations, etc. Every Rotarian business man should consider the merit of the Rotospeed and learn how it can be used to facilitate the work of his office force in printing numerous copies of facsimile typewritten work. Ruled blanks, record cards, factory orders, department notices, stock sheets, bulletins, etc., may be produced in quantities you want, when you want them, promptly and economically.

The Rotospeed is different from any machine you have seen or tried—it operates with exclusive, ingenious features:

**SEMI-AUTOMATIC FEEDING DEVICE** insuring square printing, accurate registration, high speed of operation and saving of stationery.

**UNLIMITED HEAD SPACING ADJUSTMENT**, permitting immediate adjustment of position of printing anywhere up or down the sheet.

**INK PAD AND STENCIL PAPER ATTACHMENT**. Simple and quick means of changing ink pad or stencil sheet. No loose parts to become mislaid.

**IMPROVED RECEIVING TRAY**. Simply and easily attached to the machine and arranged to prevent the printed sheets from sliding out.

**CYLINDER LOCK**, for holding the printing cylinder in any desired position while changing the ink pad or attaching the stencil sheets and for locking the cylinder when not in use.

**PRINTING CYLINDER**, made of non-corroding metal with large opening permitting easy access for cleaning or applying ink. Large enough to print 8½x16 inches.

Drop us a postal and receive an explanation of these details, samples of Rotospeed Form Letters, ruled forms, etc.—or let us ship you a machine—express prepaid—for your examination and trial. Use it for ten days. If you like—keep it, if you don't—don't.

Probably there is a Rotospeed agent in your city. He will be pleased to show the machine and its work. Let us tell you his name.

**PRICE, Complete with operating supplies**

**EAST OF THE MISSISSIPPI**  
\$25.00

**DELIVERED**

**WEST OF THE MISSISSIPPI**  
\$27.50



**The Rotospeed Company**

**Rotarians**

**MAIN OFFICE:**

**DAYTON, OHIO**

# The Davis Sewing Machine Co.

## DAYTON, OHIO

ESTABLISHED 1867

Manufacturers of



### "Davis" Sewing Machines

For 47 YEARS Leaders among the highest grade standard makes. We also make sixteen different models for family use in all grades.

### The "Dayton" Bicycle

Known the World over  
for 19 YEARS as

"AMERICA'S FINEST WHEEL."



### The "Dayton" Motorcycle



OUR 1913 DEPARTURE.

Already taking the lead on all roads and  
in popular favor everywhere.

Correspondence from Rotarians marked "For Rotarian" will receive personal attention.



## Relief FROM Dayton For Tire Troubles

Rotarians who drive motor cars will be glad to know that the recent floods have not interfered with our ability to go on making DAYTON AIRLESS TIRES.

Rotarian Mac Millan, Vice President of the Company, will see to it that Rotarians get the best value for their money ever gotten out of any tire of any type.

**DAYTON RUBBER M'F'G CO., Dayton, Ohio**

The Dayton Airless is the big step of this generation in tire making. It marks the longest advance of any part of the great sweep of progress in automobile manufacture. The development and final perfection of this tire means the end of their worst troubles to thousands of motorists.

Best of all, it is possible to sell it to you at very little more than the air-filled tires. This difference is nothing when you consider that we give you a 5000 mile guarantee (8000 on Ford and other light cars); that you don't have to carry extra tires, casings, etc.; that expense is over.

If you will send for our "Catechism" you'll be taking your first step towards the best motoring season you have ever enjoyed. Scientific tests have proven that this tire rides with less vibration than pneumatic.

# AIRLESS

**THE MECHANICS BANK**

New Haven, Conn.



The complete interior  
of this  
Banking Room  
was furnished and in-  
stalled by  
This Company

We have been in the  
**BANK FIXTURE**  
and  
**SPECIAL**  
**FURNITURE**  
business since  
1849

Special Designs and Estimates on your requirements will be furnished upon  
request.

We also manufacture the  
**OHMER DUST-PROOF FILING CASES**

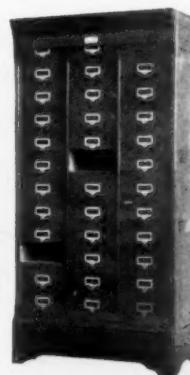
for

Tariff Sheets, Catalogs, Blanks & Samples

Write for complete catalog

**The M. Ohmer's Sons Co.**  
**DAYTON, OHIO**

Member of Dayton Rotary Club





**A Visibly Indicated Fare—  
A Fare Recorded as Visibly Indicated—  
A Fare Printed as Visibly Indicated and  
Recorded—  
Is the Fare that will Reach the Railway  
Management.**

Our accompanying System for accounting for all classes of fares is as important to street and interurban railway managements as the registers themselves.

We show Results that **speak louder than any of our claims for producing them.**

*Prompt attention given to  
all requests for information*

**Ohmer Fare Register Co.  
Dayton, Ohio, U.S.A.**

Drowned Out but Not Knocked Out.

What we want is orders

# The Dayton Paper Novelty Co.

1126 East Third Street,  
DAYTON, OHIO

Manufacturers of

## Folding Paper Boxes

We Manufacture

Flower Boxes	Triumph Pail Fillers
Clothing Boxes	Triangular Stick Candy Boxes
Tobacco Boxes	Ice Cream Pails
Medicine Cartons	Oyster Pails
Hat Boxes	Corrugated Shipping Cases
Cereal Cartons	Three Ply Shipping Cases
Stick Candy Boxes	Corrugated Roll Paper

Twentieth Century Bag Holders

HIGH CLASS EMBOSSED COLOR WORK A SPECIALTY

# Buckeye Iron & Brass Works

## DAYTON, OHIO

### MANUFACTURERS OF

**High-grade Brass Goods for Engine  
Builders, Gas and Steam Fitters**

**EXTRA HEAVY THROTTLE VALVES**

For High Duty Engines

**Globe, Angle and Check Valves  
Radiator and Hot Water Valves**

**Brass, Bronze, Aluminum, Copper and Iron Castings**

**LINSEED and COTTON SEED OIL MACHINERY**

**Tobacco Cutting Machinery for cutting fine cut, smoking, cigarette and piccadura tobacco**

*CORRESPONDENCE SOLICITED*

### We Thank You, Dayton

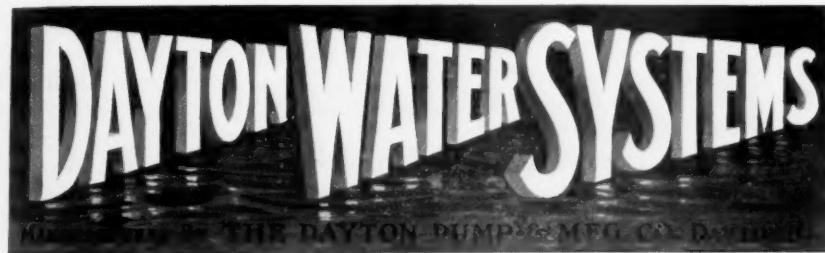
**T**HIS large section of advertisements from Dayton Rotarians appears in "The Rotarian" as a mark of their appreciation to all Rotary for the material assistance and the messages of sympathy sent to Dayton by Rotary clubs of the United States, Canada, Great Britain and Ireland during her days of distress and desolation.

The manifestation of their gratitude took this concrete form as a result of the receipt by the Dayton Rotary Club of the communications of the General Advertising Committee. It was not expected that the Daytonians would make any response but they "came back" in order to show us that "Dayton has come back."

The local committee in charge of this work was headed by Rotarian J. A. Oswald of the Rotospeed Company and vice president of the Dayton Rotary Club.

To President Pierce and the officers and members of the club, to the advertisers and particularly to Chairman Oswald and the members of his advertising committee "The Rotarian" expresses its appreciation of their good work and offers its best wishes for the speedy and complete restoration of the Gem City of the Middle West to her former enviable position among the Rotary cities.

We want to send you our Catalog of Power Pumps,  
Power Heads, Electric House Pumps and



Will stand the acid test of Rotary Specifications for  
Efficiency and Satisfactory Service.

## The Noyes Manufacturing Co.

J. A. OSWALD, General Manager

**MANUFACTURING CONTRACTORS**

**Die Castings  
Machined Parts and Stampings  
Dies, Jigs, Tools, etc.  
Special Machinery and Tool Models**

**PATENTS DEVELOPED OR IMPROVED**

**DAYTON,**

- - -

**OHIO**

# “Brick for Every Building Purpose”

“Made in Dayton”

Our factory in DAYTON produces a high grade SAND-LIME building brick, that has stood the test of TIME, FLOOD, FIRE and FROST.

These brick are light grey in color, and because of their durability and strength are ideal for factory and other heavy construction work.

**FACING BRICK**, of every Texture and Shade are distributed by us.

WATERPROOFING and DAMPROOFING for every condition of Brick, Stone and Cement work.

## THE CRUME BRICK COMPANY DAYTON, OHIO

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**SUPERIOR FREIGHT AND PASSENGER SERVICE**

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*Dayton's Largest and Best Hotel*

*Absolutely Fire and Water Proof*

The only Hotel in Dayton that never closed its doors to guests during the Flood, altho there were eight feet of water in the lobby.

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This beautiful mahogany clock is an innovation in home furnishing—an accurate to-the-second timekeeper, reproducing the chimes of Westminster Abbey every quarter-hour. Although the tones are soft and low, they are clear enough to be heard distinctly throughout the average-sized house. It is an ideal

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Member of the American Warehousemen's  
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*Out of town guests coming to Dayton, say—"Where can I buy this delicious cracker? I never tasted one so good."*

### THE DAYTON CRACKER

—that nut-like flavor

is different, made by a special process, no other cracker like it.

"Dayton Cracker" has been made in Dayton over half a century—name Dayton on each Cracker.

Ask any Rotarian in Dayton to tell you the story about them—or better still, let us send you **SIX**, one-pound packages, charges paid for \$1.25.

You will then know how exceptionally different are "Dayton Crackers."

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*Paper Manufacturers*

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## LOWE BROTHERS

**"HIGH STANDARD"**

Paints

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Flat Colors

**"LITTLE BLUE FLAG"**

Varnishes

MADE IN DAYTON

And distributed through Branches and Distributors in all the leading cities.

Will play an important part in the rehabilitation of Dayton and the flooded districts of the country.

This factory was one of the first to be in working order and among the earliest to ship products from Dayton.

**The Lowe Brothers Company**

Paintmakers, Varnish Makers

Factory: DAYTON

Boston      Jersey City      Chicago  
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THE ROAD WITH THE  
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To Cincinnati and the South.

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## Merchants National Bank

Dayton, Ohio

THE ROTARIAN BANK

## "MONIBAK"

COFFEE, SPICE, TEAS  
AMERICAN PURE COFFEE & SPICE CO.  
DAYTON, O.

That Dayton  
Has "come back"  
Admits of  
No argument.  
King of advertising  
Solicitors is Oswald.



Plant of the National Cash Register Co., Dayton, Ohio

**M**ORE National Cash Registers were sold during January, February, March and April of 1913 than in any other corresponding four months in the company's history.

**T**HIS means that more merchants than ever before are realizing the value of National Cash Registers in their business. It is additional proof that the National Cash Register provides the best way of handling money and accounts.

**T**HIS means that the N C R factory at Dayton will be busier than ever before. Dayton workmen will have more money to spend. Dayton merchants will prosper. It will help Dayton to become a Greater City.



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Absolutely Guaranteed for Auto, Motor Boat, Gas Engine ignition; for operating telephones, bells, alarm systems; in short for every battery need.

Your dealer has them or will get them for you if you insist



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# Houston Transfer and Carriage Co.

## Taxicabs and Carriages

Omnibus and Baggage Transfer. Heavy Hauling, Moving and Storage

CARRIAGES  
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BAGGAGE  
TRAIN CHECKERS  
WATERWORKS  
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### DEPARTMENTS

MOVING AND STORAGE  
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STABLES AND GARAGE  
HARNESS SHOP

BLACKSMITH SHOP  
PAINT SHOP  
FEED MILL



HOUSTON TRANSFER COMPANY'S EQUIPMENT IN PARADE—STREET DEMONSTRATION A MILE LONG

George A. Hill, vice president and general manager, organized the Houston Transfer and Carriage Company in July, 1909, having merged the Houston Transfer Company and Wilson Hack Line. So large has the company's business become that quite recently it was decided to increase the capital stock from \$100,000 to \$150,000 to meet the city's rapid expansion and company's increased business, the additional \$50,000 being rapidly subscribed by citizens of Houston. It requires more than 100 vehicles to handle the Houston Transfer and Carriage Company's railroad, hotel, theatrical and United States mail contracts, and this heavy bulk of business is steadily growing. The company's assets total \$157,000, exclusive of the extremely valuable contracts it holds with railroads, hotels, theatres, the United States government and for storage of goods. The company's business is handled in six thoroughly organized departments: carriage department, bus and baggage department, heavy hauling department, household and office moving department, United States mail department and storage department. And in addition to these there is, of course, the automobile and taxicab department, an important and fast growing business in itself.

The Houston Transfer and Carriage Company's equipment includes large numbers of carriages, cabs, busses, double and single baggage wagons and scenery wagons, floats, moving vans, piano wagons, stake wagons, regulation screened mail wagons, tallyhos, and more than 100 head of horses and mules. In the various departments and in the company's shops and stables there are employed about 150 persons. On March 30, 1912, the Houston Transfer and Carriage Company purchased a four-acre tract in the Fourth ward with a frontage of 750 feet on Buffalo Bayou, a few blocks from the business heart of the city, and on this ground erected buildings for the housing of the company's equipment. The new stables are among the best and most sanitary in the South. The water plant and machine shops installed are complete and adequate. For the convenience of the public the company maintains, at heavy expense, a general information bureau at Union Station and another at Grand Central Depot. Probably no public-service business in the South is on a firmer footing financially or has brighter prospects for a steady and continued business growth.

GEO. A. HILL, Vice-President and General Manager  
(Rotarian)

HOUSTON, U. S. A.